

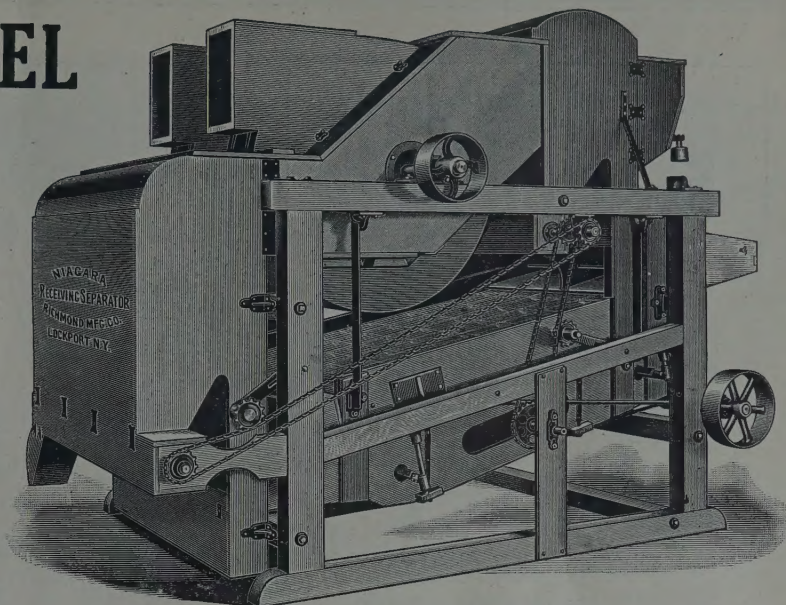
## McDANIEL GRAIN DRIER

Will remove from grain any percentage of moisture desired. Hot or cold air or both can be used.

Built for any capacity.

Guaranteed satisfaction.

Hundreds in daily use.



## NIAGARA RECEIVING SEPARATOR

Especially adapted for cleaning all kinds of grain. Steel sieves. Deep ring oiling boxes. Cleaners that keep the sieves clean at all times.

Built of steel, wood, or wood covered with steel, in capacities from 30 to 4000 bushels per hour.

Write Us

**RICHMOND MANUFACTURING CO.,** Established 1863 **Lockport, N. Y.**

# BUY INTERNATIONAL SUGAR FEED IT WILL INCREASE YOUR TRADE

International Sugar Feed Co.,  
Minneapolis, Minn.

Piasa, Ill., March 25, 1911.

Gentlemen—Please ship me promptly one car International Sugared Dairy Feed. I have them all coming our way on your Feed. I have been trying to get the trade of one of our best dairymen for over a year and about a month ago got him started on your Feed. He now says it is the best feed he ever used and is buying all his feed from me, while formerly he did all his buying from another dealer.

Yours very truly,  
J. T. DARNIELLE.

**IF YOU ARE LOOKING FOR A TRADE WINNER, WRITE US.  
WE GIVE EXCLUSIVE AGENCY.**

**INTERNATIONAL SUGAR FEED CO.**  
**MILLS AT MINNEAPOLIS, MINN., and MEMPHIS, TENN.**



## Profitable Feed Grinding



1. **Power**—We have letters and references absolutely proving large saving of power.
2. **Installation**—Single, direct, open-belt drive, no special counter, no reserve drives necessary, no quarter twist belts.
3. **Capacity**—"Your American Special grinds as much, if not more, and finer than any 20-inch double plate mill."
4. **Floor Space**—Does not exceed two-thirds of the space occupied by other mills of like capacity. Absolutely rigid.
5. **Feed**—Will grind oats, barley, rye, corn, screenings, cob meal, rice hulls, oat hulls, anything that will make feed.
6. **Ground Feed**—Not superheated or burned, but delivered practically cool.

### TRIAL OFFER

We will be pleased to ship the AMERICAN SPECIAL on trial, you to be the sole judge as to its satisfactory operation.

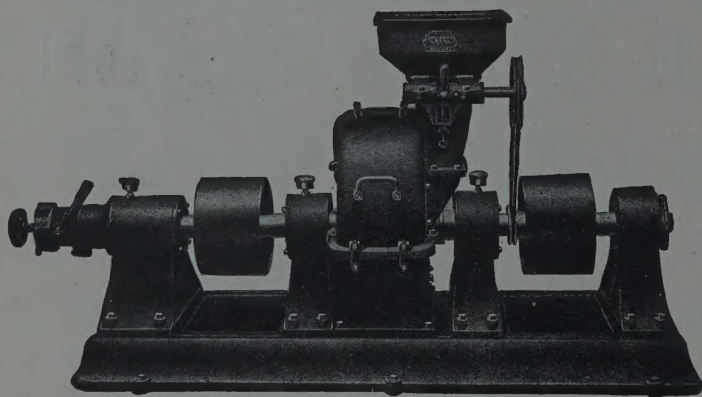
Shall We Send You Our Chopper Catalog?

## THE AMERICAN MACHINERY CO.

1710 Pine Grove Ave.

Port Huron, Mich., U. S. A.

## ARE YOU PREPARED



for heavy feed grinding work? Want to do more business than you did last year? Then get a

### Monarch Ball Bearing Attrition Mill

It will make a reputation for your feed grinding—and will do it at less cost to you than any other mill.

Let us send you descriptive matter on this mill.

**Sprout, Waldron & Company**  
Box 320, Muncy, Pa.

## THE MILL THAT MAKES MONEY

*Quality and Capacity Can't Be Equaled*

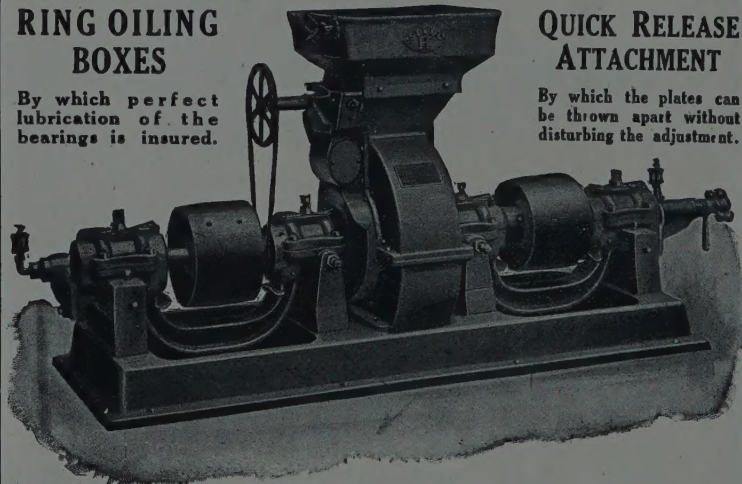
*The Best Corn and Feed Grinder on Earth*

### RING OILING BOXES

By which perfect lubrication of the bearings is insured.

### QUICK RELEASE ATTACHMENT

By which the plates can be thrown apart without disturbing the adjustment.



### SPRING COLLAR

By which the plates are prevented from striking together when hopper is empty.

### IMPROVED AUTOMATIC FEEDER

By which the grain is easily conveyed to the grinding plates, making a positive and noiseless feed.

MADE EXCLUSIVELY BY

**MUNSON BROS. COMPANY**

UTICA, N. Y., U. S. A.



# Rope Drives

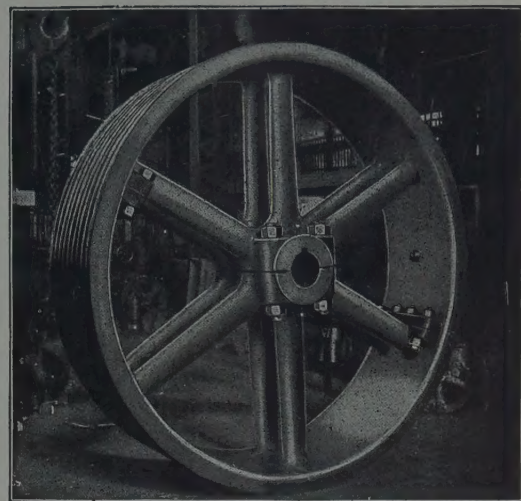
We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manilla rope. Our **Machine-molded sheaves** are perfect in balance, accurately finished and free from flaws injurious to the rope.

We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for Supplies.

## H. W. Caldwell & Son Co., Chicago

Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street



Send for Catalog No. 34.

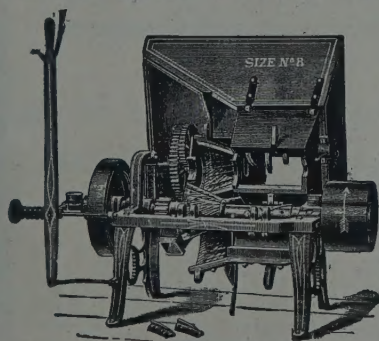
## Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE  
**STRONG-SCOTT MANUFACTURING CO.**  
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invaluable Cleaners, Knickerbocker Dust Collectors

## Bowsher's All-Around Feed Mill



(Sold with or without sacking elevator)

It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now. Quit THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best.

SEVEN SIZES: 2 to 25 H. P.  
Circular sent for the asking.

Drive pulley overhung. Belt to it from any direction. Makes complete independent outfit.

THE N. P. BOWSHER CO., South Bend., Ind.

## ELWOOD'S GRAIN TABLES

Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN OR BARLEY at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

\$1.25

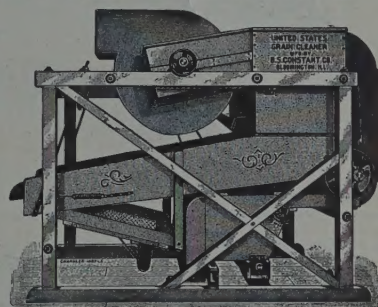
Mitchell Bros. & Co., 431 S. Dearborn St., Chicago, Illinois

## The U.S. Grain Cleaner

For Corn and Oats

Will clean wheat when a wheat screen is provided.

New Tossing Movement and Device which turns the cobs and shucks over and saves all the corn, also the screenings.

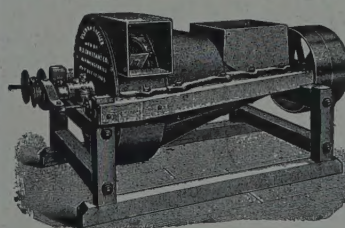


Notice that the cleaned grain leaves the Cleaner under the center, making it very convenient to spout in any direction.

Easily and cheaply installed. Simply spout the corn and cob to the Cleaner and the automatic spreader takes care of it.

No Bracing necessary. Bolt it to the floor and Block against the pull of the Belt.

## The U. S. Corn Sheller



Our No. 1 and 2 on a wood frame with separate fan and Lock Wheel Adjustment always gives

Entire Satisfaction.

It saves time and money when installed or repaired.

Write us before buying.

B. S. CONSTANT CO., BLOOMINGTON, ILLINOIS

## SEEDS

Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,  
7, 9 and 11 South Main St. SAINT LOUIS

## ROBINSON TELEGRAPHIC CIPHER

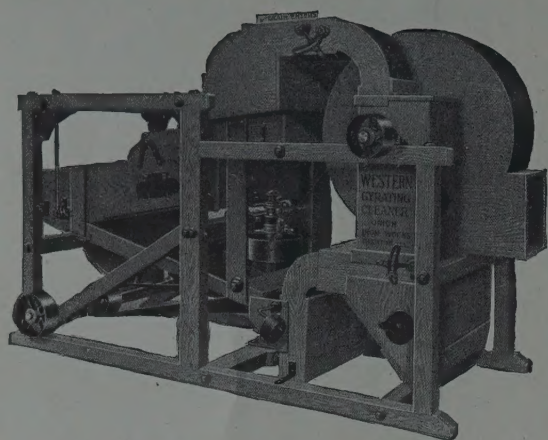
Revised Edition

Cloth Binding - - - \$1.50  
Leather Binding - - - \$2.00

Mitchell Bros. & Co., 431 S. Dearborn St., Chicago.



# The Time Is Fast Approaching



The Western Gyration Cleaner

when another Corn Crop will be Harvested, and reports from most sections indicate a good yield.

Are you prepared to handle your share of it?

Is your equipment in first-class condition?

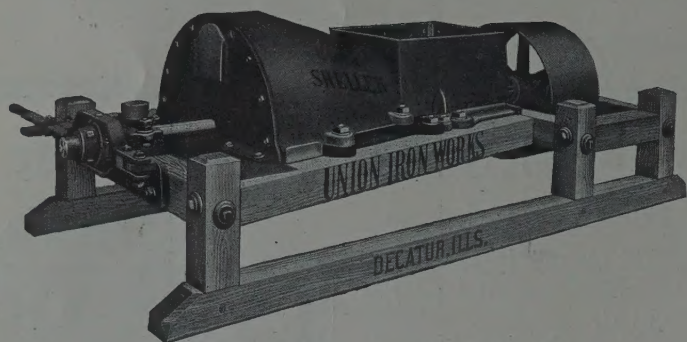
**NOW IS THE TIME TO INVESTIGATE.**

You never lost any money investigating.

## A WESTERN Sheller or Cleaner

often pays for itself the first year in increased profits. How about your buckets, belting, loading spouts, etc. Remember, we are prepared to furnish anything needed from pit to cupola.

*Write for Catalog today. It's FREE.*



The Western Regular Warehouse Sheller

**UNION IRON WORKS**  
**DECATUR, ILL.**

1221-1223 Union Avenue, Kansas City, Mo.

## Ever do grinding with the Wolf Three Pair High Roller Mill?

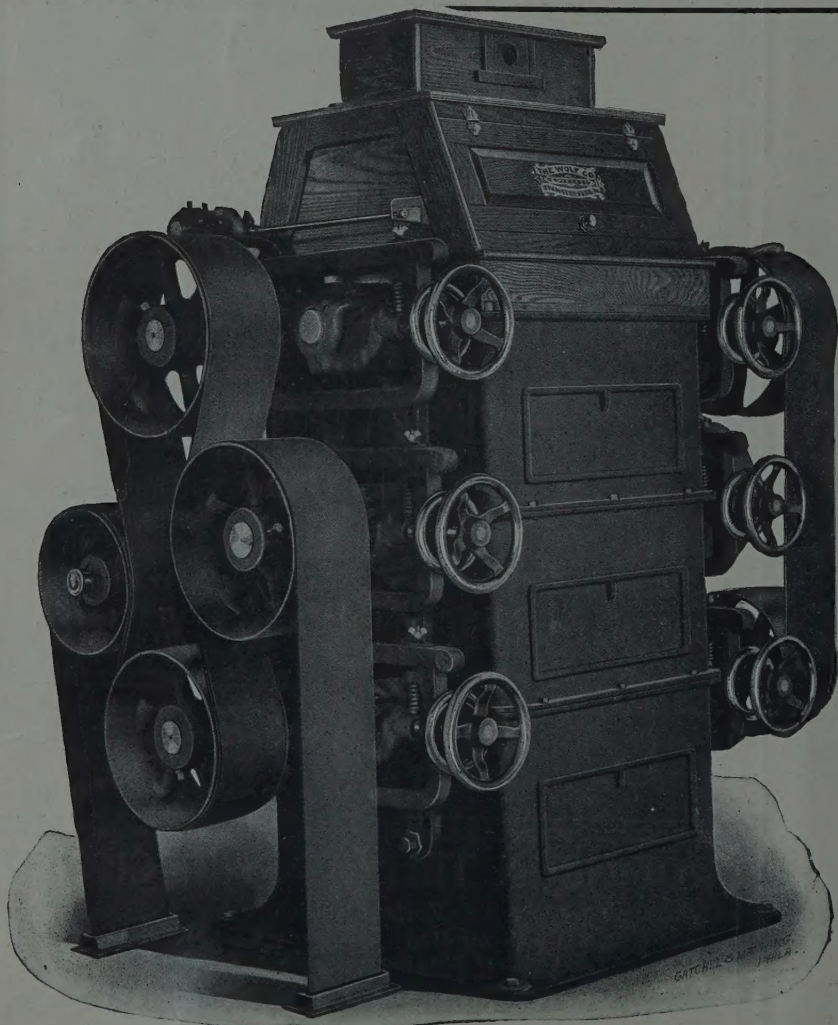
**Not to have done so is to  
not know the perfection  
of feed grinding.**

This mill consists of three pairs of corrugated rolls mounted one above the other for feed and chop grinding, the material being gradually reduced by each pair of rolls.

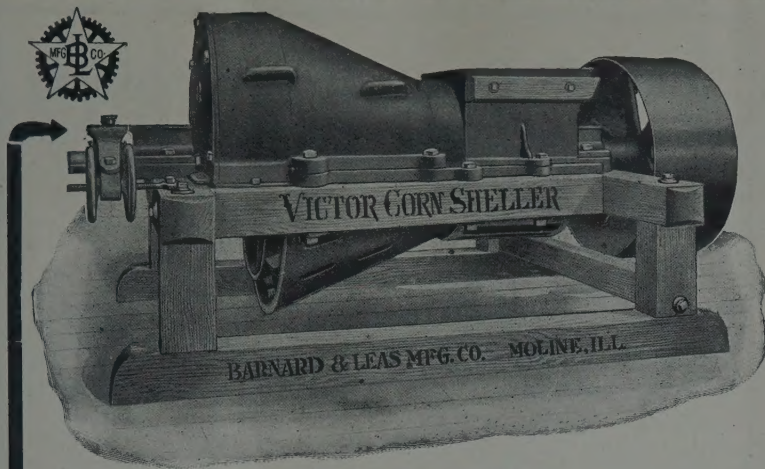
**Light Running—Perfect Work**

*Send for descriptive circular*

**THE WOLF CO.**  
**Chambersburg, Pa.**







VICTOR CORN SHELLER

## The Cornwall Corn Cleaner

was the first of the shaker cleaners.

So efficient is it that it has many imitators but no equal.

It is easily first in capacity, quality of work and durability.

We also make other Shellers and Cleaners, Feed Mills with ball and standard bearings, Separators of all kinds for Mills and Elevators, Oat Clippers, Aspirators, Grain Dryers of all capacities, and Cereal Mill outfits.

*Send for latest catalogue.*

**Barnard & Leas Mfg. Co.,**  
Moline, Ill.

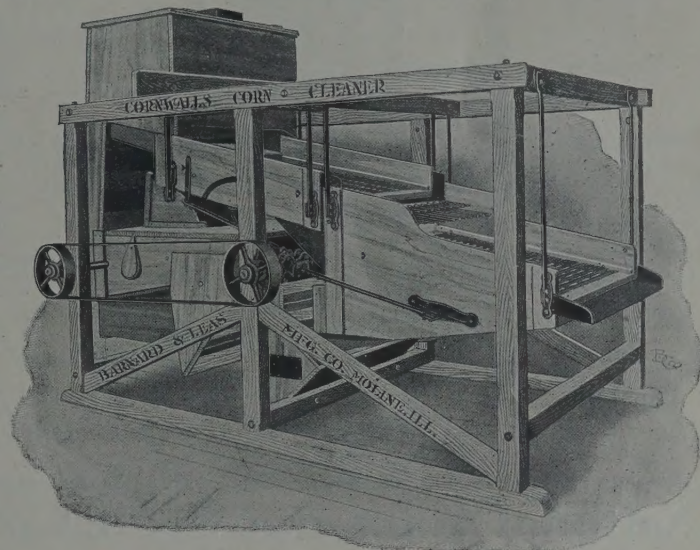
## Get Ready For The Corn Crop

**THROW** out your old out-of-date machinery and prepare to meet competition.

There is nothing better than the Barnard & Leas line of Corn Shellers and Cleaners.

### The Victor Corn Sheller

is known wherever corn is grown as the most durable, economical and efficient machine of its kind.



CORNWALL CORN CLEANER

The N. & M. Co.

## THREE-PAIR-HIGH SIX-ROLLER MILL

The most substantial, most economical in cost of maintenance. Has great capacity and requires comparatively small power. The only Six-Roller Mill with drive belts properly arranged to place the belt strain on bottom of bearings, where it belongs. It is not the cheapest mill in first cost, but it is by long odds the cheapest in the long run. It is without question the best roller feed mill on the market. Feed grinding pays best when you have a mill which will do perfectly any kind of grinding required and stand up under hard work without breakages and delays.

*Send for Catalogue*

### ELEVATOR SUPPLIES

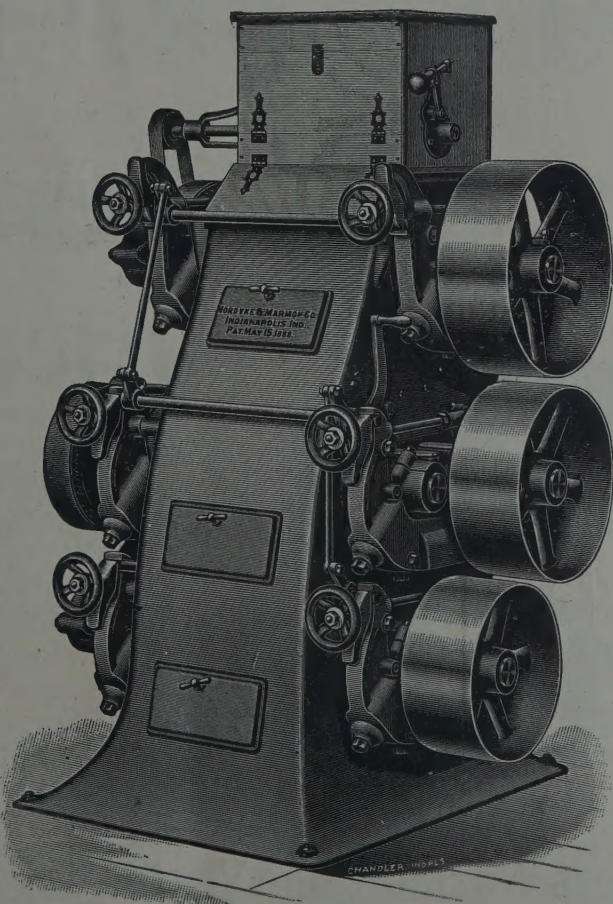
We carry a complete stock of Heads and Boots, Elevator Buckets and other Elevator Supplies. All orders are given the very best of attention.

**Nordyke & Marmon Company**

America's Leading Flour Mill Builders

Established 1851

INDIANAPOLIS, IND.





## NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables  
Shippers  
to  
Collect  
Claims  
—  
Requires  
No  
Repairs  
—  
Occupies  
Small  
Space  
—  
Most  
Economical  
to  
Install



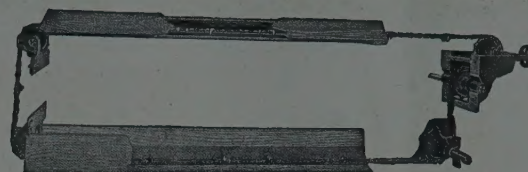
No Bother  
to  
Operate  
—  
Never  
Gets Out  
of  
Order  
—  
Will Not  
Rust  
or  
Wear Out  
—  
60 Days'  
Trial

PORTABLE BAGGER

Write for Catalog.

**National Automatic Scale Co.**  
Bloomington, Illinois

## Sidney Chain Drag Feeders



Style "A" Chain Drag Feeder.

Made with or without wood bottom box, and return box.  
Style "B" without wood boxes.

The following are a few late purchasers of Sidney Chain Drag Feeders.

The Brungard Co., Ridgeway, O., 1 Style A.  
G. A. Collier, North Hampton, O., 1 Style A.  
Eesley Bros., Lebanon, Ohio, 1 Style B.  
Fayette Grain Co., Washington, C. H. Ohio, 1 Style A.  
J. Studabaker & Son, Roseburg, Ind., 1 Style B.  
J. Studabaker & Son, Bluffton, Ind., 1 Style B.  
C. N. Bund, Chetopa, Kans., 1 Style B.  
Robert Elmore, Lyndon, Kans., 1 Style B.  
Jesse L. Peters, Collett, Ind., 1 Style B.  
C. W. Shaffer, Conover, Ohio, 3 Style A.  
Smock and Caca, Noblesville, Ind., 1 Style A.  
Fletcher Grain Co., Fletcher, Ohio, 2 Style A.  
J. D. Arras, Arlington, Ohio, 1 Style A.  
Bloomfield Milling Co., Bloomfield, Ind., 1 Style B.  
W. D. Bishop, Arlington, Ohio, 1 Style A.  
Gordon & Jordan, Florence, Ohio, 2 Style A.  
Mote, Wenrick & Co., Greenville, Ohio, 1 Style A.  
H. A. Myers, Upper Sandusky, O., 1 Style A.  
Frank A. Wright, Laurel, Ind., 1 Style B.  
Haviland Hay & Gr. Co., Haviland, Ohio, 1 Style A.  
I. C. Miller & Co., Huntsville, O., 1 Style A.  
McDaniel Mfg. Co., Carthage, Mo., 2 Style B.  
Ada Grain Co., Ada, Ohio, 1 Style B.

When in the market for Shellers, Cleaners, Drags, Dumps, Manlifts, etc., write us for catalog No. 25 and discount sheet.

**The Philip Smith Mfg. Co.**  
SIDNEY, OHIO

## Williams' Infant Grinder

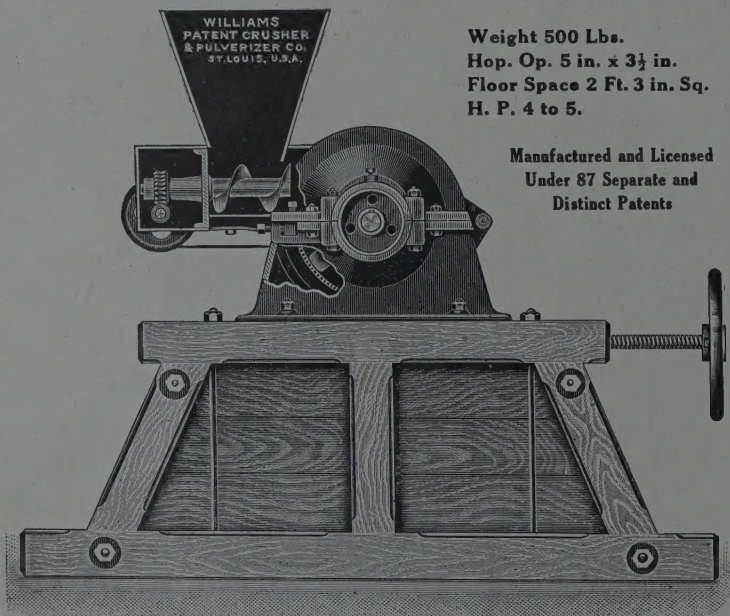
### WILL GRIND

Bones . .	1000 Lbs. Per Hour	Screenings .	500 Lbs. Per Hour
Oats . .	300 " " "	Shelled Corn	800 " " "
Wheat . .	600 " " "	Alfalfa . .	400 " " "
Coffee . .	1500 " " "	Beef Scrap .	400 " " "
Oil Cake . .	600 Lbs. Per Hour		

WILLIAMS  
PATENT CRUSHER  
& PULVERIZER CO.  
ST. LOUIS, U.S.A.

Weight 500 Lbs.  
Hop. Op. 5 in. x 3½ in.  
Floor Space 2 Ft. 3 in. Sq.  
H. P. 4 to 5.

Manufactured and Licensed  
Under 87 Separate and  
Distinct Patents



WRITE FOR BULLETIN No. 6

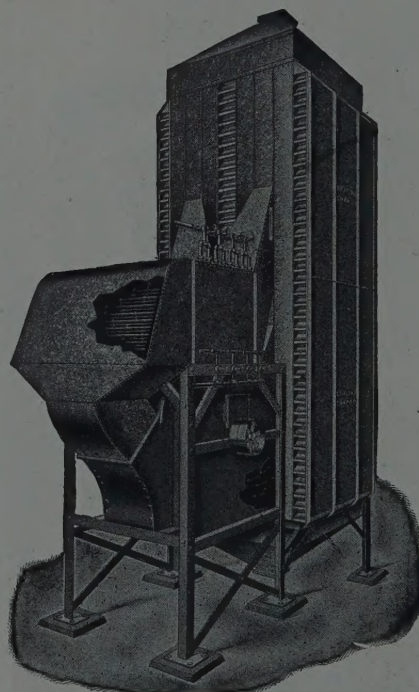
**The Williams Pat. Crusher & Pulverizer Co.**

Works: ST. LOUIS—2705 N. Broadway  
428 Monadnock Bldg., SAN FRANCISCO. Old Colony Bldg., CHICAGO

## HESS = DRIED

IS

# Best Dried



HESS GRAIN DRIERS are used everywhere, by Grain Handlers, large and small.

We make small sizes for country elevators and large ones for terminal elevators; eight regular sizes in all.

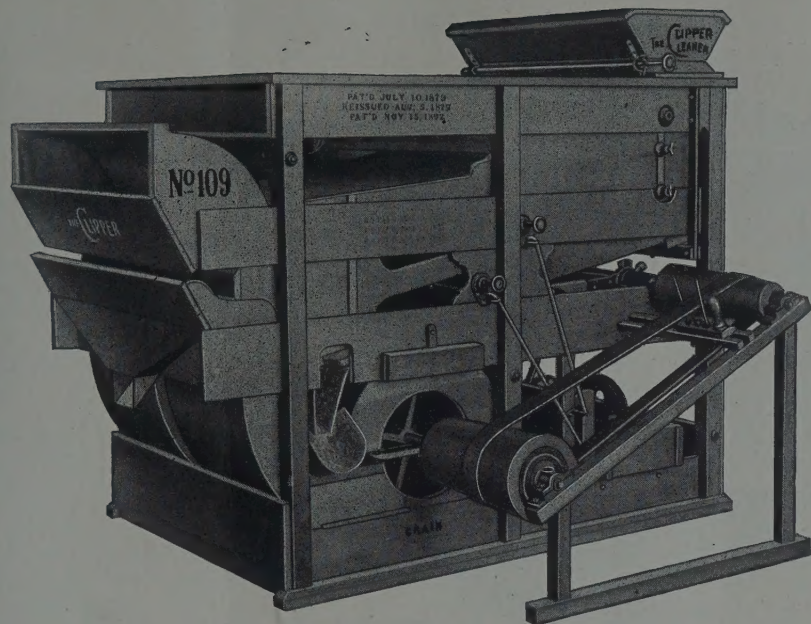
No. 3 Ideal HESS Drier and Cooler.  
The Car-load a Day size.

Send for Booklet.

**Hess Warming and Ventilating Co.**  
910 Tacoma Bldg., CHICAGO.



# Combination Seed and Grain Cleaners



Our line of Clipper Seed and Grain Cleaners will give equally good satisfaction in cleaning clover, timothy, alsike, alfalfa, flax, millet, cane, kaffir corn, wheat, oats or any other kind of seed or grain.

The Clipper has two strong combination features: Traveling Brushes on the screens and Special Air Controller. The first keeps the screen perforations and meshes clear all the time and the second regulates the Vertical Blast to exactly meet the requirements of the stock you are cleaning.

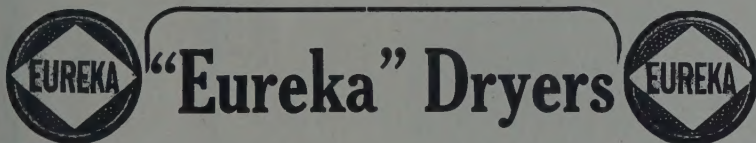
We have an endless variety of perforated zinc screens, also of the best grade of woven wire screens in square and oblong meshes.

All of our machines are well made with close fitting joints. They can be changed from grain to seed by simply changing the screens and regulating the vertical blast.

Easily installed and simple to operate, they always give satisfaction.

*Write for catalog and prices.*

## A. T. FERRELL & CO., SAGINAW, W. S., MICH.



**IN EVERY CASE EXCEED  
THE CAPACITY GUARANTEED**

Consequently a user can handle corn containing any amount of moisture, without reducing the capacity.

READ WHAT A USER SAYS, AFTER ONE SEASON'S WORK:

The S. Howes Company,  
Silver Creek, N. Y.

Piqua, Ohio, February 26th, 1910.

Gentlemen:—We used the Corn Dryer on about thirty cars last Fall and found that you had more than exceeded your guarantee. We have no figures to give you as we had no Moisture Tester, but we dried 160 bushels of Green Corn per hour, with 30 pounds of steam, and put it in condition for carrying four weeks to New England.

Our broker said we had the best corn that had arrived in that section. We would not be without the Dryer at any cost.

Very truly,  
C. N. ADLARD.

"Eureka" Dryers are guaranteed to give Perfect Satisfaction  
*Investigate Them*

**THE S. HOWES COMPANY**

"Eureka Works," Silver Creek, N. Y.

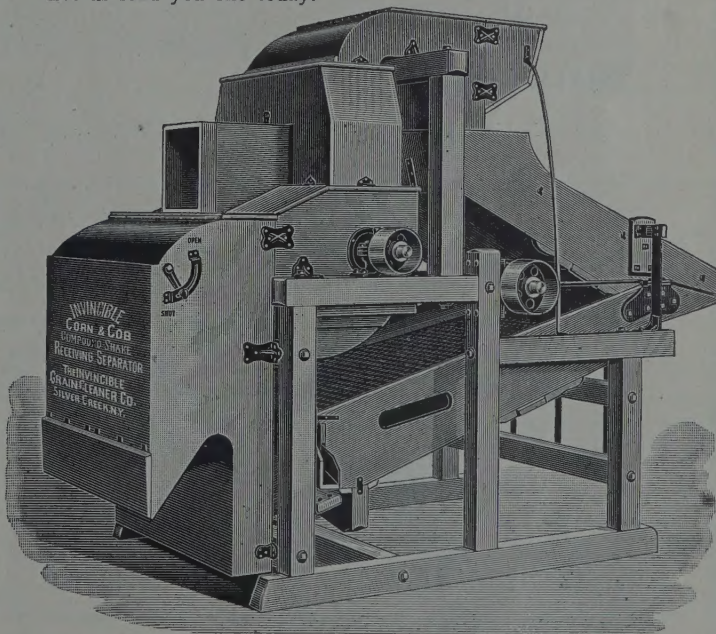
ESTABLISHED 1856

## More of the INVINCIBLE Corn and Cob Separators

are being sold and used today than all others combined—

There is but one reason for it—they do the work better than others.

Let us send you one today.



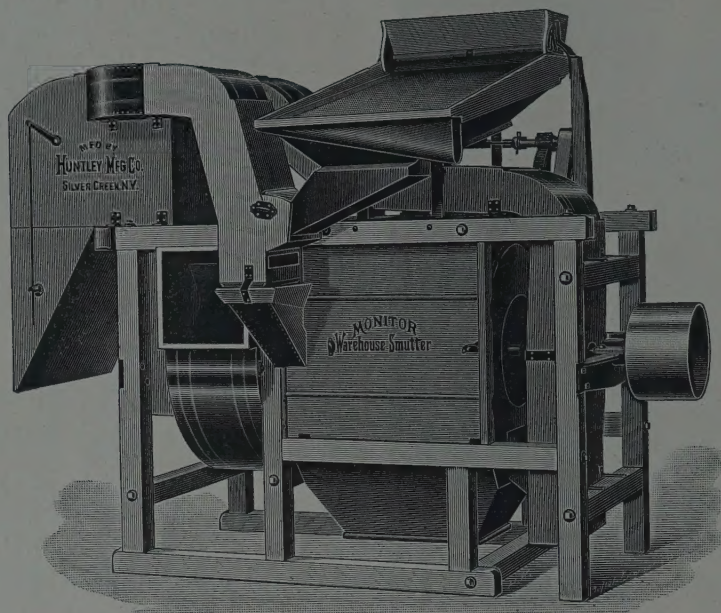
**INVINCIBLE GRAIN CLEANER COMPANY**  
SILVER CREEK, N. Y., U. S. A.

— REPRESENTED BY —

F. J. Murphy, 225 Exchange Bldg., Kansas City, Mo.  
The Strong-Scott Mfg. Co., Minneapolis, Minn.  
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.  
Frank E. Kingsbury, Terminal Hotel, St. Louis, Mo.  
J. J. Croft & Co., 613 McKay Bldg. Portland, Ore.  
Chas. H. Sterling, Jefferson House, Toledo, Ohio.  
C. Wilkinson, 6027 Chestnut St., Philadelphia, Pa.  
F. H. Morley, 512 Traders Building, Chicago, Ill.



# MONITOR WAREHOUSE SMUTTER



IF YOU WANT TO

## RAISE THE WEIGHT OF WHEAT

USE THIS MACHINE

↓  
**SMALL POWER**

↓  
**WILL NOT  
INJURE WHEAT**

Perhaps you will receive some off grade wheat this fall that you could easily make a large profit on, if you were equipped for handling it in the right manner. The Monitor Warehouse Smutter is employed in hundreds of elevators for raising the weight of off grade wheat. This machine answers the purpose perfectly, as it will scour and polish the wheat and greatly improve its appearance, and, at the same time, weevil eaten or shrunken wheat is removed to any desired extent. This machine is light running and requires very little care or attention. Its regulation is perfect, and the operator can produce any class of results desired. The greatest advantage the Monitor has is, that it will handle either soft or hard wheat without breakage or injury—there is no loss of good wheat. Why not consider the Smutter proposition now and allow us to send you illustrated descriptive matter?

↓  
**SOLD ON  
30 DAYS' TRIAL**

↓  
**EASY  
TO REGULATE**

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**HUNTLEY MFG. CO., Silver Creek, N. Y.**

Minneapolis, Minn.: A. F. Shuler, 316 Fourth Ave., South.  
Chicago, Ill.: F. M. Smith, 608 Traders Building.  
Portland, Ore.: C. J. Groat, 403 Concord Building.  
Wichita, Kans.: J. B. Ruthrauff, 301 S. Lawrence St.

### AGENTS

St. Louis, Mo.: S. J. McTiernan, 25 Merchants Exchange.  
Jackson, Mich.: A. H. Smith, 206 Lansing Ave.  
Akron, Ohio: A. S. Garman.  
Owego, N. Y.: J. H. Foote.



# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXX.

CHICAGO, ILLINOIS, AUGUST 15, 1911.

No. 2.

## WALKER & CHALMERS.

Walker & Chalmers of Wheatland, Ind., operate three houses, two of which are in Wheatland and one in Fritchton, the next station west of Wheatland on the B. & O. S. W., about midway between Wheatland and Vincennes. Knox is a rich Indiana county and one of the Wheatland houses of the firm named, shown in the picture, is typical in size and above the ordinary in equipment. In size 120x60 feet, it has a storage capacity for 30,000 bushels; and having been recently remodeled, its machinery is modern and ample for rapid and economical operation. There are two wheat dumps, six corn dumps which include ear corn facilities that enable the house to handle 3,000 bushels of ear corn daily, two elevator legs, also corn and wheat cleaners of the latest improved types. This machinery is operated by two gasoline engines, rigged to operate either one separately or both simultaneously.

Altogether the house is one of the most modern in southern Indiana and as a "country elevator" of its size has probably no superior in the "Hoosier State."

## MANITOBA ELEVATORS.

A Winnipeg press correspondent says that at least fifty of the new Manitoba government grain elevators will be ready in time for the harvest this fall, now in progress. Only one of the elevators as remodeled will be used at each shipping point, but one will be ready for use at each of fifty different points in the province. These elevators as remodeled will be superior to the old line elevators. They are equipped with cleaning machinery, have more motive power and are divided so as to increase the number of bins. They are expected to give rapid handling of grain, being fitted with the latest devices, and they should this fall have the best equipped elevator capacity in the province. The conditions this year are such as should enable these elevators to work to the best advantage. Last year the showing of the government ownership system was militated against by the shortage of the crop, it was claimed at the end of the season, and the indications are that this year the crop will be twice what it was last year. Another difficulty encountered last year, the proponents of government ownership urge, was that the system was only in process of being taken over when the harvest season arrived. Now, they claim, "it is as good as assured that with a continuance of the present favorable conditions, its practicability will be fully demonstrated during the coming harvest season."

Sir Edward Grey has recently replied to an inquiry by the London Corn Trade Association on the status of grain cargoes under the new "Declaration of London," in case of war. Perhaps the gist of the matter may be stated in the following quotation from his reply: "On the assumption that, the Declaration being in force, the papers on board do show unambiguously that the vessel is destined for a belligerent port, not serving as a base, and that the cargo of grain which she carries is consigned to a banker or to a shipper who is not a

government contractor notoriously supplying grain to the government, then, clearly, the presumption set up in Article 34 cannot arise; and if the vessel were to be seized, the burden of proof that the shipment was contraband because destined for the armed forces or for a government department would lie on the captor. In similar circumstances, without the Declaration, the burden of proof would almost certainly be found to lie on the neutral owners. It may be added that complete immunity from seizure on the score of contraband would be secured if the papers on board the neutral vessel established that her destination was a neutral port, the cargo being consigned to a person residing at that port. In that case, Article 35 of the Declaration would operate to preclude capture 'unless the vessel were found clearly out of the course indicated by the



ONE OF WALKER & CHALMERS' ELEVATORS AT WHEATLAND, INDIANA.

papers, and unable to give adequate reasons to justify such deviation."

## A EUROPEAN THIS TIME.

A well-known firm of grain merchants in Budapest, Messrs. Rosner and Faludi, announced their failure on Saturday, July 15. The firm has been established for a year and a half and made during a short time, by lucky speculations, big profits. But the firm recently made such big speculative contracts that, after Mr. Rosner's flight, the other partner had to suspend payments. The engagements of the firm amount to 260,000 qrs., of which some contracts showed profits when closed, and the total differences amount to £25,000. At first people thought the engagements of the firm were much larger and therefore such confusion prevailed on the market that the opening had to be put off from 10 a. m. to 12:15 p. m. and closed instead of 1 p. m. at 1:30 p. m. Wheat prices declined only 15c per qr.—Corn Trade News, July 25.

Duluth elevator buyers have renewed their notice given a year ago that any purchases of wheat to arrive which they may make shall be understood as meaning wheat free from kingheads even though the cars should grade No. 1 Northern. All wheat containing kingheads will be bought on its merits regardless of the state grade or dockage, but under no circumstances are any of the cars to be applied on sales that have been made to arrive by the various receivers.

## [For the "American Elevator and Grain Trade."] THE COMING DEVELOPMENT OF THE PORT OF BOSTON.

BY L. C. BREED.

In view of the fact that the West is the section which produces the bulk of the grain and other agricultural products of the country, its people naturally will be interested in viewing the efforts which the various seaports are making to gain the lion's share in handling the part destined for export to Europe.

The Boston Chamber of Commerce a long time ago awoke to the fact that Boston's relative position as a shipping port had steadily declined, because other ports had forged ahead while its commercial interests were resting on their oars, and the Chamber set itself to work to remedy this state of matters. As the result of two years of agitation, the Chamber has succeeded in securing the passage of a bill by the state legislature appropriating \$9,000,000 for the further development of Boston harbor, along the lines recommended by the Chamber. The essential provisions of the bill are as follows:

1. A special commission with an able and exceptionally qualified chairman, receiving \$15,000 annually, and devoting all his time to the work, and four others (one to be the chairman of the Board of Harbor and Land Commissioners) to give as much time as necessary and to receive a nominal salary of \$1,000 each.
2. These "Directors of the Port of Boston" to have the entire charge of the development of the port.
3. An appropriation of \$9,000,000 to be made to carry out their plans.
4. A stipulation that a dry dock shall be included in their plans.

So Boston, like all of the other great ports of the world, will have a special board of administration for the conduct and regulation of its port development and upkeep, and there are those who predict that it may yet become the greatest port in the United States, for several reasons.

To begin with, it occupies naturally a strategic position from being the metropolis of New England. Furthermore it lies 180 miles nearer Europe than New York city or any port south. Boston has already forty miles of water front, and the largest inner harbor on the coast. She has no tortuous channels, no dangerous currents, no need for jetties or breakwater, and she has almost completed a 35-foot ship channel from her docks to the open sea. She has unsurpassed opportunities for warehouses at her docks, where no lighterage is required for loading vessels of the largest size.

It will be seen that in addition to the expenditures continually being made by the national Government, in common with work done at other ports, the state of Massachusetts has now come to the front to promote the development of the port of its capital city, with the largest appropriation in its history.

A peculiarly brilliant future now awaits this ancient city, which in Colonial days was the principal commercial town in which is now the United States, for a series of era-making events are now conspiring to make this a time for stamping the



"Port of Boston" in large letters on the map of the world. Even now a large body of its merchants are touring Europe under the auspices of its Chamber of Commerce.

The next step to which the Chamber proposes to give its attention is to maintain and develop Boston's position as a terminal, in which movement the state will be asked to cooperate. Railroad competition will be promoted by providing terminals which will attract their attention and interest. That the railroads must soon secure new outlets is demonstrated by the fact that Montreal finds it difficult to keep up with the increase in grain exports, although but little over 5 per cent of Canada's available fields are as yet plowed and cultivated.

[For the "American Elevator and Grain Trade."]

### THE PHILADELPHIA EXPORT CORN SOLUTION.

BY EDWARD R. SIEWERS.

The grain men of the Commercial Exchange are more than pleased as a body with the final report of the special committee to investigate the causes that brought about the imperative embargo put upon all shipments of corn from the port of Philadelphia by the Liverpool Corn Trade Association on May 10, and the refusal to recognize the regular certificate issued by the inspection department of the Exchange. While everything possible has been done to guard against any further trouble in relation to the shipment of faulty corn that contains too much moisture to carry well on an ocean voyage, the only matter at issue now is the legal responsibility of the exporters or the Exchange to make good the monetary loss which, it is claimed by the English authorities, was occasioned through the compulsory sale by them of the unfit cargo in question at public auction to the highest bidder in accordance with the rules of that Association.

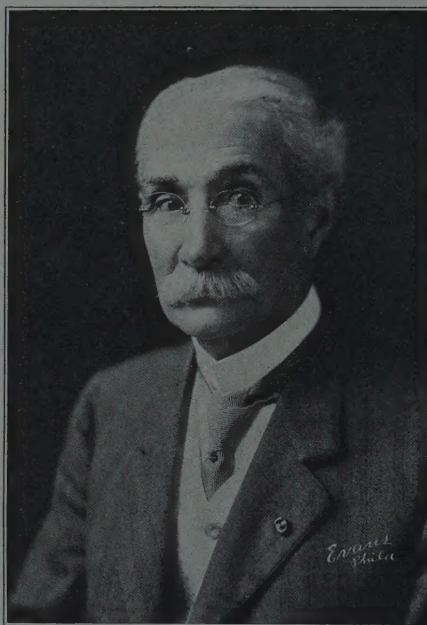
While there were some twenty-one complaints for causes assigned, the one and only serious charge that seemed to have shivered the anatomy of the Liverpool trade lion was a cargo of 50,000 bushels of corn that left Philadelphia as dried product, upon which an alleged loss of \$8,500 was sustained. The export firm stoutly claim that as they shipped the corn under an inspection certificate of the Commercial Exchange, they are absolutely absolved from any condition liability; and the Exchange takes the position that on account of the drying treatment, and for other good and sufficient reasons, the Hancock Grain Company are solely responsible, as it is now generally believed that the drying process was not stringent enough to prevent any moisture out-breaks during a sea passage. The consensus of opinion among a number of the leading grain men is that the great quantity of water in the large varieties of corn grown at the present day makes it difficult to purchase such grain entirely by the prevailing rules of grading and that more reliance can be placed on the sound judgment of an experienced grain inspector, and that less dependence should be placed on the average moisture and drying tests, though always permissible.

In accordance with the suggestions and recommendations made by the special committee, which were adopted by the directors of the Commercial Exchange, a new grain committee has been appointed with Antonio Sans as chairman, and his associates, William M. Richardson, James S. King, Barnabas Devitt, Sidney Street, C. Herbert Bell and George C. Shane, thus eliminating all members of the export firms that up to this time have held prominent positions on this committee, and further giving the directors of the Exchange a majority vote on the same.

Outside of the request that is strongly urged for extended elevator facilities and grain drying plant to be placed in early operation by the Pennsylvania Railroad Company, the most important step of all has been the reorganization of the inspection department by placing at its head Captain John O. Foering, who for a full quarter of a century gave his undivided attention to that branch of the grain trade and built up for Philadelphia the high standard of inspection certificates so acknowledged by all

of the leading grain centers throughout this country and in Europe. The feeling among the grain men that export firms have been dominating too largely the inspection has justified the change in the character of the grain committee, and there seems to be a universal approval by them of the new order of things, with unstinted praise going up to President McKnight and his advisers for their efforts to bring back to the port its leading position among the grain markets of the world; and on 'change the grain men breathe more freely than ever before, as they appear to think they are all on a parity now from a business standpoint.

Captain John O. Foering, the veteran chief grain inspector who is in command again of that department, which was established in 1876, the Centennial Year of Philadelphia, assuming the chief inspectorship in April 1, 1877, is as busy as a beaver reorganizing his office on the most searching, stringent and effective and thoroughly up-to-date inspection lines, and is being congratulated from every quarter of business life, by both high and low in the trade; and his resignation on February 28, 1902, when the Exchange took control of the inspection department, is now recalled and regarded as a great



CAPT. JOHN O. FOERING.

misfortune to the grain interests of this market. During his former service he passed upon 460,000,000 bushels of grain substantially without complaint, his service covering twenty-five years.

Capt. Foering was a soldier under Gen. John W. Geary during the Civil War, when he was wounded and breveted, although then but an overgrown boy. Born in Philadelphia in 1843 and graduating from the grammar school at the age of ten years, he began his career in the grain trade in December, 1867, as superintendent of the Washington Street Elevator, the first export house that was erected in this city, then controlled by the Philadelphia Grain Warehousing and Drying Company. He is a member of the Union League Club and of Meade Post No. 1, G. A. R., and is Chancellor-in-Chief of the Military Order of the Loyal Legion of the United States. He resides at Wynwood at a lovely country seat where his neighbors are among the prominent, active and retired, financiers, railroad officials, merchants and business men of the city.

Orders for some 300,000 bushels of wheat have recently been placed here for European shipment, and it is currently predicted that confidence will soon be fully restored in the integrity of Philadelphia grain inspection certificates of grading in the extensive export trade at all of the foreign ports.

J. S. Simpson & Co. of Chicago recently received the first importation of Canadian hay ever known to have been sent to Chicago. The hay paid \$4 a ton and sold wholesale for \$25 per ton.

[From the "American Miller."]

### LOSS OF MOISTURE IN CORN.

BY SOUTHERN MILLER.

Nineteen hundred and seventy pounds of water was the amount that one five hundred bushel lot of corn fell short after being dried down from an 18% moisture test to a 14% test. This by the Department of Agriculture. The writer is of the opinion that the corn was not overly dry even after taking that much water out of it.

What happens to the millers of this country in milling such stuff as that? Nor is it not uncommon to find just as much moisture as was in that lot. Whether the writer's former efforts are bearing fruit or not, it is some satisfaction to know that our "Uncle Samuel" is willing to help us in showing us how much it is possible for a car of corn to lose in drying out.

Now if we do not benefit by demonstrations of this sort, it is our own fault, we do not deserve to be shown the right way. The editor of the "American Miller" has certainly done his part in publishing the exact figures, with quite a comment that we should be very careful in receiving damp grain of any kind.

It seems that we are what the traveling men call "dead easy" when it comes to accepting and paying for western corn, whether it has 17% moisture or 14%.

The writer has no grievance nor spite to satisfy against any one in this matter, he only wishes to show the difference in grinding a dry grain and a grain that is loaded with moisture. We grind the wet or damp grain with a continual loss from the time we unload the car until we bag the finished product. We grind the dry grain without this loss.

A little further comment, as to the quality of any corn after carrying seventeen per cent of moisture any length of time. It does not matter whether the corn was in a cool place or a hot place. If in a cool place, we know that it would have a swelled, frozen, dead and rotten germ. If in a hot place we know that there would be more or less "blue eyes," with plenty of sour grains.

Corn will positively not carry seventeen per cent of moisture any great length of time and come out as sweet as if shucked fairly dry and put in a crib and allowed to remain there until cured and then shelled. You cannot cure wet corn after it is shelled as perfectly as you can before shelling.

The western corn-raiser must plant a corn that will mature quicker, or pay the price of the kiln-drying at the elevators. We are almost if not quite to this point now. It seems at times that our elevators at the large grain centers are cursed with this very thing of moisture laden corn. Those fellows who are responsible for receiving and storing wet corn would very readily say that "it was just going through the sweat" or that "the germinating season" was responsible for their not corn.

The hardest thing that the writer has ever had to contend with in the milling business, has been the unsatisfactory condition of elevator corn on account of its moisture. A number of the millers in this part of the country will not buy kiln-dried corn. They have reached this conclusion after numerous failures to make a cornmeal that could be depended on to keep any time.

Wilson T. Jones, an Australian newspaper man, representing the Commonwealth government and a syndicate of newspapers, is touring the United States, studying our system of handling grain in elevators.

One day will be set apart by the Iowa State Fair managers especially for "grain men," and the proceedings of the day will be largely in the nature of lectures on better crop production. The program is in the hands of Geo. A. Wells and Prof. Holden.

A novel method of protecting the grain from mice stored in a warehouse at Sycamore, Colma County, Calif., has been adopted by William Wright; and a week's experiment has proven a success. Wright places old newspapers between the sack piles and the mice make use of the paper in building their nests instead of the burlap from the sacks.



[For the "American Elevator and Grain Trade."]  
**CENSUS FACTS VS. ANNUAL GUESSING.**

BY P. S. GOODMAN.

As slowly as ten years ago, the Census Bureau is getting out its agricultural statistics; and the final crop results will probably be completed some time after the close of this year. The present crop statistics will be given the preliminary announcement, and a final statement, which has usually been issued in December, is likely to be held up for readjustment. Ten years ago the final figures were withheld, and on account of the wide discrepancy between the Statistical Bureau and the Census, the readjustment was slow, and when finally it was issued it was a compromise, and failed to soothe the ruffled dignities of the officials of the Statistical Bureau of the Agricultural department or those of the Census Bureau. The trade which depends upon the annual account of the crops for its guidance got along, as usual, by groping in the dark.

The Census people are issuing their bulletins by states as fast as completed, and the result to date indicates that less discrepancy will exist than did ten years ago, and there may be no trouble in having the guessing department of the Agricultural Department make a proper adjustment, by revising the figures of the 1911 crops to the data of 1909, which is the year of crop enumeration by the gatherers of actual results.

Full figures have been given on seventeen states. While hardly sufficient to predicate a conclusion, the results are none the less interesting. They show, as was to have been expected, a curtailment of grain raising in the older states and a comparatively small change in the well developed states of the agricultural West. The big surprise is the large acreage of wheat in North Dakota and the sharp contraction in Minnesota, compared with the figures for the same year as given by the Agricultural Department.

The returns on wheat thus far cover about 60 per cent of the total wheat area of the country in the Agricultural reports, and afford a fair basis to approximate the whole. The Census in the seventeen states gives a total acreage of 28,588,974, or 5.3 per cent less than the 30,182,000 acres reported for the same states by the Agricultural Department. The total Census yield is 426,838,000 bus., or 8 per cent less than the 466,474,000 of the Department. The yield per acre is 14.9 bus. by the Census, and 15.4 by the others. In the East, Delaware, compared with the Agricultural figures, loses 6 per cent; New York and New Jersey, 30 per cent. Indiana, Iowa, Kansas, Nebraska and Oklahoma show very little change in acreage in the two statements. The yields are lower. In the Northwest Minnesota has a loss of 40 per cent, South Dakota a loss of 8 per cent, and North Dakota a gain of 25 per cent. In the three states the net loss is 8 per cent in the Census, and the yield per acre is slightly higher than in the annual reports. In the far Western states there is a sharp detraction from the large yields to which we have been accustomed in the annual statements. The three states announced are Oregon, Nevada and Utah. In the three the acreage is 17 per cent less and the yield 30 per cent less.

Applying the present percentages of reports to the total yield of wheat on the annual basis, there is an indication of 679,000,000 for the 1909 crop, or 58,000,000 less than the Agricultural Department made it.

The following are the comparisons on acreage and yield in the fifteen states that figure in the wheat area, the other two being of minor importance:

	Census.		Department.	
	Acreage.	Yield.	Acreage.	Yield.
Delaware .....	111,215	1,643,000	118,000	1,652,000
New York .....	289,088	6,662,000	420,000	8,820,000
New Jersey .....	82,664	1,489,000	110,000	1,969,000
West Virginia .....	209,315	2,576,000	370,000	4,810,000
Indiana .....	2,082,835	33,936,000	2,165,000	33,124,000
Iowa .....	526,777	8,056,000	439,000	7,446,000
Nebraska .....	2,661,411	47,557,000	2,640,000	49,610,000
Kansas .....	5,970,000	77,525,000	6,045,000	87,203,000
Oklahoma .....	1,168,240	13,991,000	1,225,000	15,680,000
Minnesota .....	3,277,039	55,021,000	5,600,000	94,000,000
N. Dakota .....	3,178,304	116,350,000	6,625,000	90,762,000
S. Dakota .....	3,104,612	45,290,000	3,375,000	47,588,000
Oregon .....	701,133	12,402,000	810,000	16,377,000
Nevada .....	13,326	338,000	36,000	1,033,000
Utah .....	178,428	3,944,000	235,000	6,090,000

Comparing the Census returns with those of ten

years ago, the total wheat acreage is off 972,000 in the states named. Minnesota loses 50 per cent; Oklahoma, 20 per cent; Oregon, 20 per cent; S. Dakota, 25 per cent; New York, 45 per cent; Indiana, 28 per cent; Iowa, 69 per cent; W. Virginia, 53 per cent; North Dakota gains 85 per cent; Kansas, 57 per cent, and Nebraska, 5 per cent. There is a material increase in the yields in all states, representing largely a more favorable growth year in 1909 than in 1899, over a large part of the country. If the percentage of acreage and yields is maintained the final report of the wheat crop would work out 720,000,000 bus., but the only states in which large increases can be expected are Montana and Colorado. The Eastern and Southern states are apt to show declines, and at the best 700,000,000 bushels for 1909 may be expected, which would be 37,000,000 under the Government and more nearly conform to the annual consumption and known stocks for that year.

The returns of the Census on corn acreage cover about 40 per cent of the Agricultural Department's acreage in 1909, and in the aggregate and in detail conform pretty well to the guessing results. However, it will be recalled that there was no adjustment ten years ago, and the annual increases in acreage brought the total up to the Census, which will permit of a readjustment without much friction. The total corn acreage in the seventeen states

1909 30,000,000 bus. higher than the reported crop of 1,007,000,000 bus.

The leading oats states reporting to date compare as follows:

	Census.		Department.	
	Acreage.	Yield.	Acreage.	Yield.
New York .....	1,301,575	34,773,000	1,325,000	37,365,000
Indiana .....	1,667,818	50,608,000	1,820,000	55,510,000
Iowa .....	4,645,145	128,198,000	4,300,000	116,100,000
Minnesota .....	2,977,264	93,885,000	2,736,000	90,288,000
N. Dakota .....	2,143,546	65,787,000	1,550,000	49,600,000
S. Dakota .....	1,480,075	41,256,000	1,450,000	43,500,000
Nebraska .....	2,862,692	53,284,000	2,473,000	61,825,000
Kansas .....	933,325	22,908,000	964,000	27,185,000

The effort of the Council of Grain Exchanges to secure uniformity in crop statistics is very laudable, for no one so badly needs accuracy as those in the trade; but to expect the gentlemen of the Statistical Department of the Agricultural Bureau to accept wisdom from private reporters and the state officials who simply give out the returns of assessors is absurd. Instead of seeking an agreement on guessing methods, or to equalize differences in acreage and yields between State and National reporting agencies, it occurs to me that the whole weight of the trade should be brought to bear through every organization this coming fall and winter to have the Agricultural Department accept the Census acreage, which is as accurate as human intelligence can secure, and request the state authorities who give out acreage figures to also accept them. Let them all go along with their condition figures, the more of them



O. C. BENSON'S ELEVATOR AT FAIRMOUNT, ILLINOIS.

in 1909 was 41,283,952, a very slight loss from the 41,717,000 acres returned by the Agricultural estimate in the same states. The yield was 1,144,990,000 bus., a gain of 8,000,000 bus. over the annual estimate. The yield per acre by the Census was 27.8 bus., by the others 27.2. Of the seven states of considerable corn importance reported, Indiana and Iowa differ slightly from the estimate, but in yield Iowa is given 37 bu. per acre by the Census, against 31 bus. by the others. Minnesota shows a gain of 18 per cent, Nebraska a loss of 7 per cent, Kansas an increase of 5 per cent, but a smaller yield per acre. South Dakota and Oklahoma show very little change. A maintenance of the differences in subsequent bulletins would show about the same as the estimate, which was 2,772,000,000 bus. The acreage and yield of the seven leading corn states reported compares as follows:

	Census.		Department.	
	Acreage.	Yield.	Acreage.	Yield.
Iowa .....	9,229,378	341,750,000	9,200,000	289,800,000
Indiana .....	4,901,054	195,496,000	4,913,000	196,520,000
Minnesota .....	2,004,007	67,778,000	1,690,000	58,812,000
Nebraska .....	7,263,470	179,082,000	7,825,000	194,000,000
Kansas .....	8,101,645	154,486,000	7,750,000	154,225,000
Oklahoma .....	5,897,163	94,033,000	5,950,000	101,150,000
S. Dakota .....	1,975,558	53,612,000	2,059,000	65,270,000

The oat acreage and crop are reported higher by the Census thus far than by the Agricultural Department in the same states. The Census acreage is given at 19,855,436, or 5 per cent over the annual estimate; the yield as 530,101,765 bus., or 11,000,000 over the others. The changes are slight in each state, except in North Dakota, where the gain is 562,000, or 40 per cent over the Department for 1909. A maintenance of the acreage and yield percentage in subsequent reports would make the oat crop for

and the wider apart, the better for the financial interests of the people in the commission trade.

The only uniformity is the Census data; and while there will be some soreness on the part of exalted reporters, they should be as candid as Secretary Dickerson of Illinois, when he told the members of the Illinois Association that he was ashamed of his acreage figures, but had no power to compel local assessors to perform their duties.

### BENSON'S ELEVATOR AT FAIRMOUNT.

O. C. Benson is one of the many men who are able to take pride in the fact that having come to America as "strangers in a strange land," they have been able to make an honorable place for themselves here and to have accumulated a fair share of the good things this great country has in store for those who are intelligent, industrious and thrifty.

A native of Sweden, Mr. Benson came to America in 1873, a lad of fourteen, and settled down at Danville, Ill. In the same year he began working in a mill, and remained in that line of business for five years. In 1878, with the savings of those five years, he went to Fairmount, Ill., where he erected a small grain elevator on the Wabash, and began handling grain. In 1904 he rebuilt and enlarged his premises—the main house to a storage capacity of 40,000 bushels, with additional room for 20,000 bushels of ear corn in cribs. The present equipment of his elevator includes a Western Sheller and Cleaner, 1,000-bu. Fairbanks Automatic Scale, gravity loader, and a steam power plant.

Mr. Benson is a good observer of conditions and



of the changes that are constantly, although sometimes imperceptibly, going on in his line of business. He believes in association work, and has attended every meeting of the Illinois Association for the past sixteen years, and has found it a pleasant and profitable experience to have done so.

### MORE ANTI-EXCHANGE DOPE.

The anti-exchange campaign at Washington has been reopened by Senator Poindexter of Washington, who has introduced an anti-speculation bill in the Senate, which, after defining the word "message" as used in the bill, provides—

Section 2. That it shall be unlawful for any person to send or cause to be sent any message offering to make or enter into a contract for the purchase or sale for future delivery of wheat, corn or oats without intending that such wheat, corn or oats shall be actually delivered or received, or offering to make or enter into a contract whereby any party thereto or any party for whom or in whose behalf such contract is made acquires the right or privilege to demand in the future the acceptance or delivery of wheat, corn or oats without being thereby obligated to accept or to deliver such wheat, corn or oats; and the transmission of any message relating to any such transaction is hereby declared to be an interference with commerce among the states and territories and with foreign nations.

Any person who shall be guilty of violating this section shall, upon conviction thereof, be fined in any sum not more than one thousand dollars nor less than one hundred dollars or shall be imprisoned for not more than six months nor less than one month, or by both such fine and imprisonment, and the sending or causing to be sent of each such message shall constitute a separate offense.

The bill lays also severe penalties on the telegraph operators who transmit messages relating to wheat, corn or oats unless an affidavit is filed to the effect that the person sending the message intends to receive or deliver the grain in question; and the agents of telegraph, telephone and other companies are given authority to administer oaths, while the Postmaster General may in case of the mailing of messages relating to future trades declare any matter he chooses to be unmailable and may then return it to the sender on the ground that it is not mailable under the law. The bill thus follows quite closely the lines of the Scott-Burleson measure and would in many ways be equivalent to simply inserting the words wheat, corn, oats, etc., along with cotton in the Burleson bill.

"The significance of the situation," says the New York Journal of Commerce, "is considerable because it will be impossible for an anti-cotton exchange plan to go through the Senate without the aid of the Republican progressive senators. Many of the conservative old-line men are already opposed to it and few of them will vote in behalf of it. The Democrats will need the progressive Republican vote. It is believed that Mr. Poindexter may succeed in consolidating progressive Republican support for the other commodities to which his bill relates. It will be recalled that these commodities were included in the original Scott bill before that measure passed the House and were eliminated from it because it was found that the bill could not be passed if it applied to wheat, corn and other grains. There was no demand for the inclusion of these other products from farmers in the states that are engaged in raising them, while persons interested in produce exchanges and boards of trade are exceedingly bitter in their opposition, alleging that the inclusion of these products will be exceedingly injurious to them and to the farmers. In case the Senate should add these items, therefore, the bill would probably be in difficulty in the lower chamber. This makes an additional problem the advocates of anti-future legislation will have to meet."

### TREATMENT OF SCALES IN KANSAS.

The Kansas Grain Dealers' Association put a scale inspector into the field on June 1 last; and of what he found, Secretary Smiley in a bulletin dated July 22 said:

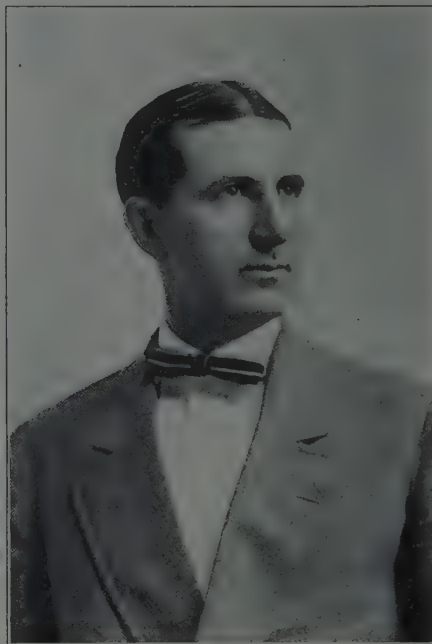
"During the month of June our inspector examined 57 platform, or wagon, scales, 16 hopper scales and 4 track scales, or a total of 77 scales. Thirty-

six of the wagon, or platform, scales were found to be in good condition and weighing correctly; 21 wagon scales out of condition for the following causes: frame timbers decayed, dull bearings, not properly installed, checks rods missing, lever slipped out of beam shackle, and completely worn out. Of the 16 hopper scales inspected, 10 were found to be in good condition, while 6 were found out of condition for the following causes: binding not properly adjusted, levers binding on timbers. Of the 4 track scales inspected, 3 were found weighing correctly and on one the levers were found bearing on the frame.

"We are now satisfied," adds Mr. Smiley, "that this department can be made self-supporting and a man will be kept in the field, as his first month's work clearly demonstrates that proper attention is not given to scales."

### NEW INSPECTOR AT LOUISVILLE.

The Louisville market labors under the disadvantage of a meddling state official who is empowered to inspect grain but not commanded to do so, as in states like Illinois, Minnesota, etc. If,



LEE D. IRVING.

therefore, shippers to that market wish the best service and most satisfactory, because most competent, inspection, they will note on their documents a direction calling for Louisville Board of Trade inspection. This system is an old one, and has been recently greatly improved in character by the adoption of the office system of inspection as in use at Chicago and in the great markets of Minnesota.

The office, too, is now managed by "young blood," the late inspector, M. L. Satterwhite, who for more than thirty years had given excellent service to the Board of Trade as chief, having resigned on account of ill-health and been succeeded by Lee D. Irving, who was elected on July 1 by the unanimous vote of the directors.

Mr. Irving is thirty-eight years old, and has already given seventeen of his mature and best years to the service under Mr. Satterwhite, having gone to the department after a connection of five years with the Kentucky Public Elevator, where he first became interested in grain in 1890.

Mr. Irving is a well trained, very popular and efficient man, who has the confidence of every one who knows him in Louisville, where he was born and educated. He is a man of broad intelligence and quick perceptions, and esteemed for his efficiency and strict integrity; and it was but natural, when the illness of Mr. Satterwhite made the choice of a new inspector necessary, that Mr. Irving was elected.

As said above, the Louisville Board of Trade some

time since inaugurated the office system of inspection and has equipped the headquarters in the Board of Trade Building with all of the latest appliances for making moisture tests, for weighing samples, etc., that enter into the inspection of grain. Mr. Irving has under him four capable deputies and we are warranted in believing that the inspection of grain is accomplished in no market with more conscientious care and capability than it is in Louisville.

[For the "American Elevator and Grain Trade."]

### SOME HARD PROPOSITIONS FOR NATURE.

By N. L. WILLET.

One tough proposition right after another! This is perhaps not an untrue description of life. And the more useful and the higher the life, the tougher and more frequent for it the propositions.

Nature, too, in a sense, has her hard problems; even though Nature be, as she is, omniscience and omnipotence. For even Nature has her laws which she may not transcend. Those tiny bacteria, for example, colonies of which make the nodules on the roots of legumes, and which give the plants their nitrogen—these bacteria cannot live in acid soils. And so we see no attempts in a wild and natural way, in the matter of the production in acid soils of peas, beans, clovers and vetches. In order that Nature may clothe this earth of ours with vegetation, she must work by process of elimination; if she cannot grow legumes in acid soils, she must then find something else. There are often conditions so unpropitious and really trying that one stands in awe and admiration at results produced. For myself, I could verily believe that if the waves of yonder sea would only remain quiet and still, its surface in time would be covered with lilies, as is the great St. John's River in Florida; and if the infinite sand waves of Sahara were only stilled and anchored, cacti would soon cover Sahara as they today cover—1,700 kinds of them—our great American deserts in the West and Southwest.

Last night on this coast of New England there was a northeast storm. These storms, moving unimpeded out of the coldest portion of our globe and bringing exceedingly great cold and precipitation and wind, have largely made this coast a series of parallel rocky bars and promontories that reach out, of course, in the direction of the wind. These great storms not only move to shore largest boulders, but the wave-motion extends down to the water's stilly depths. The storm of last night left for this morning a beach all strewn with many a carload of sea weeds, whose salt and aromatic odors fill all the air. No ordinary wave-tossed flotsam are they! These plants, torn only a few hours ago from their rootings, are still pulsing with life. Some of these leaves are ten feet in length and a foot wide. What a problem then for Nature must be a salt-sea garden! And yet if one could walk on this sea-pave of shell and star dust and of sand and rock and mud,—on this sea-pave with its enormous overhead pressure of water,—one would rightly think in this mass of gently waving fronds that he were in some darkened garden of the tropics.

The rockiest place in all creation is about Marblehead, Mass., not far from where I am sitting. Even the city's cemetery is laid out on a rock! But to my mind the prettiest wild creations in all our country are to be seen around this same rocky Marblehead. These wide rocky wastes are unworkable, valueless, and utterly useless as an agricultural proposition. And yet nature has actually made of these rocky wilds a rose garden. Nowhere else does the New England wild rose thrive as it does here. So beautiful is it, so exquisite its perfume in flower and leaf, that we find it domesticated and carefully nurtured on all the millionaire estates that so fill these shores. It might have seemed that for garden purposes these rocks of Marblehead would have been as difficult a problem as the deep salt sea's bottom.

The South lays no greater store by her peaches and watermelons than does New England by her cranberries and blueberries. But while the former are field crops and expensive to grow, the latter are wild crops, growing, too, in the most unlikely and untoward places. The cranberry does not grow



on sea bottoms, nor on rocks, but in bogs! There is a reason why Cape Cod is given over to cranberries. Than a cranberry bog nothing could be more abandoned and impossible. And yet nature out of these dreary, miry pits gives us a berry most beautiful to behold. It is a part and parcel of every turkey menu in America; in New England it is almost daily on the tables, too, in pies and tarts or in jam or jelly. Science has tried to domesticate the cranberry, and has produced a better berry; but when we are told that it requires \$1,000 an acre to produce this better berry, one wonders if nature has been really improved upon.

The summer blueberry means as much to the New Englander as does his winter apple. I truly doubt if the two crops here in importance and value would largely vary. Of all crops in America, the least tamed and domesticated and therefore the most wild, is the blueberry. Thus far it has defied at the hands of man any change from its natural status. All attempts at transplanting, culturizing and bringing about an evolution in it have proven failures. Nature's blueberry seems to be the maximum and best blueberry. One looks at a blueberry bush in its natural habitat, vigorous, full-sapped, loaded down and continuously for a long season, with its great burden of luscious berries, and wonders where it all comes from. For how a blueberry plant grows is just as wonderful a problem as was that of Solomon's lily. From New Jersey to Maine there is a low coastal region with soil so sandy and light as to be utterly valueless. In these light soils, too, are depressions, wet, filled with decaying vegetation, and all saturated with acidity. In both of these places we find blueberries in their blesseddest, best perfection and just as Nature made them; and made, too, as we have seen, under the severest and most impossible of conditions. How can good come out of Nazareth? What is there in these soils to make luxuriant blueberry bushes and such blueberries? Science has no explanation to offer except it be this: About the roots of the blueberry bush there spreads out a kind of web. Its purpose or use is unknown. Does this web in some way feed the bush with air nitrogen, just as a certain bacteria feed nitrogen to all leguminous plants? It is an exceedingly interesting question to know, indeed, if this web makes of the blueberry a kind of leguminous plant. Cannot we find nitrogen, fixing webs, or bacteria, for corn and cotton and grains, and so produce crops in the larger amounts and at the same time cut guano bills in half?

At all events, Nature had a hard problem in these dry, sandy and wet acid soils of New England. Nature, however, was not ignorant in the matter; for she knew that just here was the best place in all creation for the blueberry, as she likewise knew the best places for sea weeds, cranberries and New England wild roses.

### BUYING GRAIN ON ITS MERITS.

The editor of "News Notes" of the Colorado Agricultural College, Ft. Collins, had a different object in view, in telling the story reprinted below, but the moral of the incident has the virtue of at least a double application. It is reprinted here to show what would happen in many cases if grain were cleaned and paid for by other grain men on the basis of sound, good grain alone. The story is this:

"Just an example or two to show the value of good seeds in grain. We will use a fictitious name, although it represents an actual case. We will call the person Mr. Wood, chiefly because that is not the man's name who took part in the actual incident. Mr. Wood took a load of wheat to a grain dealer who told him he would pay 70c per cwt. The market price of wheat would indicate that the dealer should pay about 90c.

"Mr. Wood objected to the price. This particular grain dealer was anxious that his business should thrive, so he took the pains to take the load of wheat and carefully run it through the cleaner. Mr. Wood saw, after the grain had been cleaned of wild oats, weed seeds and other foreign substances, that the grain dealer was paying him all the market would stand when he gave him 70c per cwt. for his seed instead of 90c.

"If Mr. Wood had had clean grain, free from

weeds and free from wild oats and other grain mixtures, his grain would have brought 90c per cwt. without question; but the grain dealer had to take Mr. Wood's grain as he brought it in. He had to go to the expense of cleaning out the foreign substances, and he also had to take into consideration the amount of loss in weight which these substances caused. In this case, the fact that Mr. Wood had poor seed, mixed with other substances, caused him to receive 70c per cwt. for his seed when he should have received 90c if he had had seed wheat with no mixture of foreign grain or weed seeds. As his crop that year amounted to 4,000 bushels or 240,000 pounds, he received at 70c per cwt., \$1,680. If his grain had been clean and of no better quality than what he had, he would have received \$2,160. The question of clean seed, therefore, cost Mr. Wood in this season alone, the difference between \$2,160 and \$1,680 or \$480, an amount entirely sufficient to have paid for cleaning the seed or to have paid for clean seed."

### M. T. DILLEN, GRAIN MERCHANT.

The grain trade of Indiana in particular and of the Central States in general is acquainted with M. T. Dillen of Indianapolis, who until recently was secretary of the Indiana Grain Dealers' Association. Mr. Dillen severed this latter connection in July, and has purchased Mr. Jackson's interest in the Cary Jackson Grain Co. of Indianapolis.

This firm is an established grain house of excel-



M. T. DILLEN.

lent reputation and does a large receiving and shipping business in grain, hay, flour and feed, but the leading commodities handled are hay and grain.

Mr. Dillen becomes president of the company, while W. J. Riley, who has been identified with the grain trade of Indianapolis for years past, retains the secretaryship. Each of the officers is a man of wide experience in grain affairs, Mr. Dillen having been connected with the grain business for eleven years, eight and one-half years of the time in the milling and grain business at Frankfort and for the past two and one-half years secretary of the Indiana Grain Dealers' Association. The firm will have every facility for giving careful and painstaking service to their customers.

### PEAVEY SETTLEMENT.

The banks in interest in the estate of F. H. Peavey & Co. have made a report of the company's affairs and the settlement effected. This report says that although the company incurred a loss of \$1,037,000 in the failure of the Peavey Grain Co. in Chicago after the death of James Pettit, its capital of \$3,650,000 is unimpaired, with assets of \$5,500,000. F. H. Peavey & Co.'s indebtedness, amounting to approximately \$2,000,000 will be met by the issuance of collateral trust 6 per cent notes, payable on or before three years, the security to take the form of a deed of trust. The creditors' committee believe that the collaterals deposited are of fair valuations and will be ample security for all these refunding notes. This

plan has already received the approval of a large proportion of the indebtedness, including all the indebtedness controlled by the members of the committee, who are unanimous in recommending its adoption by the creditors.

At Chicago on August 5 a notice was issued to all creditors to present claims for payment. The office has now been closed permanently.

Meantime the several elevators at Minneapolis, Kansas City and Chicago have been sold and the St. Louis and Buffalo offices closed.

### BILL OF LADING FORGERIES.

The trials of Henry C. Palmer, late of the D. & H. Company, and Gibson Oliver, manager of the Durant & Elmore Grain Co. of Albany, on charges of uttering forged bills of lading and obtaining funds thereon, took place at Albany late in July. Mr. Palmer was found guilty but at August 9 had not been sentenced; the jury in the case of Mr. Oliver disagreed, and his retrial began on August 9.

The indictment [for grand larceny] was in both cases the same; to wit, "that on March 10, 1910, Palmer, Oliver and [W. B.] Conley [grain inspector] obtained from the National Commercial Bank of Albany the sum of \$22,000 on false bills of lading, falsely stating that certain merchandise was then consigned to the Durant & Elmore Company, and false certificates of inspection, false, stating that said merchandise had been inspected by an inspector of the Albany Board of Trade."

The history of the case is simple. Durant & Elmore Grain Co. of Albany stopped payment; then it was learned that a large amount of money had been obtained in the name of the Company by Gibson Oliver, general manager, on bills of lading issued by H. C. Palmer, agent of the Del. & Hud. Company, purporting to represent cars of inspected grain in transit or in the yards, that, in fact, were non-existent. At the time of the failure the National Commercial Bank of Albany held about \$600,000 of paper protected by bills of lading, said to have been given them by Oliver as security for loans. The Bank had become suspicious of their genuineness after a draft on the firm of Eddy & Co. of Boston, accompanied by a number of Durant & Elmore bills of lading had been rejected, when the Bank made a demand on Oliver that he redeem the bills of lading, and found he was unable to do so. They then learned from the Delaware and Hudson Company that there were no cars of grain representing the bills in the Bank's possession.

The theory of the defense of Oliver was that Edward A. Durant, president of the Durant & Elmore Grain Co., knew these fraudulent bills had been uttered and were outstanding and that the members of the company were cognizant of the condition of the company before it stopped payment. On this point, as has been seen, the jury disagreed; and Mr. Oliver's second trial is now in progress.

### SEIZURE OF OATS.

The Deputy Commission for Virginia, operating under the National pure food law, on August 1 seized a shipment of two cars of oats from Peoria consigned to a Richmond firm. The officer, on analysis of the sample, pronounced the shipment adulterated in the ratio of something like 33 per cent.

The inspector for the bureau made a report on conditions, and on information furnished by Deputy Commissioner B. L. Purcell the consignee refused to receive the shipment. The foreign matter was mostly chaff, dirt and weed seeds.

Under an arrangement with the Federal authorities, a libel was issued against the oats by District Attorney L. L. Lewis. The owners may get possession of the goods by giving bond conditioned on not attempting to sell the oats elsewhere. A fine (from \$50 to \$500) may be imposed.

The Western Grain Dealers' Mutual Fire Ins. Co. at the late annual meeting elected Jay A. King, Nevada, president; J. A. Tiedman, Sioux City, vice-president; George A. Wells, Des Moines, secretary, and M. E. DeWolf, Spencer, treasurer.



[For the "American Elevator and Grain Trade."]  
SOME FACTS ABOUT BARLEY.

## II.

BY JULIAN KUNE.

When in 1874, the writer, after an absence of several years, resumed his business on the Chicago Board of Trade, he found the barley trade had assumed proportions which were unknown to it in the 'sixties, when New York, Michigan and Canadian barley was the chief factor in the production of the genuine old-time lager beer. During those days, Canadian malt was the favorite among the best class of breweries for the production of ales and beers. This was owing partly to the snow white color and partly to its containing a larger proportion of starchy matter to be converted into sugar than any other malt made of States barley. New York, and, in fact, all of the Eastern brewers, used it almost exclusively, while Chicago, Milwaukee and most of the brewers in the West often gave it preference over malt made of Western barley, especially when they wished to turn out fine beers in competition with Eastern brewers.

During those early days a majority of the brewers malted their own barley, which they carefully selected, and they watched the process of malting with the same unremitting care that they gave to the processes of mashing and brewing. Their object was not how cheaply but how palatable and good they could make their beers.

## NEBRASKA ENTERS THE FIELD.

The above conditions prevailed as long as Canadian barley and malt could be brought to this country duty free, but as soon as a duty of 30 cents a bushel was put on it (about 1891) conditions were entirely changed. Nebraska farmers who had been experimenting with Canada seed found that by careful management they could produce as good barley, both in color and quality, as the Canadian farmer did. Thus, during the decade following the placing of the prohibitive tariff on Canada barley and malt, Nebraska supplied the market with as fine a quality of barley as Canada ever had. In fact, many a thousand bushels of Nebraska malt found its way into Eastern brewers' bins as Canada malt, from which it could not be distinguished, and Nebraska barley reached such a reputation as to command a premium of several cents a bushel over barley grown in other Western states. During that decade option trading in barley had been greatly developed; in fact, it had reached larger proportions than options in oats; but Nebraska barley was very seldom put into the trading grade, which was No. 2, but always in a special bin, whence it was sold by sample at an advance of several cents over the price of No. 2. Indeed, many times Nebraska No. 3 sold several cents above No. 2 in store.

## DECADENCE OF OPTION TRADING IN BARLEY.

While trading in barley futures, if carried on within legitimate and reasonable limits, is perfectly proper, it becomes reprehensible if it runs into a riotous gambling device. Such was the option trading in barley during the latter half of the 'seventies and the first half of the 'eighties. There never has been within my memory such violent and great fluctuations in any cereal as there was in the barley options of that day. It was a most common thing to have the market fluctuate from 5 to 10 cents between the morning and afternoon sessions of the Board. These fluctuations were not caused by the relative conditions of "demand and supply," but by mere bluffing and gambling tactics of the participants. This was an easy matter to do, as the total quantity of barley was not half of what it now is in the country, and the total quantity of No. 2, the grade traded in, hardly ever exceeded two to three million bushels. Of course the result of such reckless trading was that several corners were manipulated, of which that run by Joe Macdonald was the most extensive as well as the most disastrous to the bull leaders.

Finally the brewers, who had been repeatedly caught in the meshes of these reckless barley traders, set their faces against the gambling feature of barley futures, and by strenuous efforts succeeded in entirely abolishing it. Millions of bushels of bar-

ley and malt are now being sold annually for future delivery, but these sales are made by sample and the deliveries in each case are expected to be made in kind and not settled by paying or receiving differences.

## IOWA TO THE FORE.

After a lapse of a few years, Nebraska lost its prestige as the best barley raising state. Iowa, profiting by the example set by its neighboring state, had started in to raise the world-renowned Scotch barley, which, although not as thin skinned as the Canadian or the Nebraska, was a much heavier barley and contained, if anything, as much starchy matter as the Nebraska. It very soon achieved a great reputation among maltsters for its high qualities. This was especially true of barley raised in Scott County and the adjoining counties. The farmers of the state, however, like those of Nebraska, allowed the barley to deteriorate. They did not exchange seeds, but year after year sowed the same seed on the same fields, and did not rotate their crops. The result was that Iowa, outside of Scott County, with exceptional years, raises only a fair crop of barley of good quality.

## WISCONSIN NEXT.

At the present time, Wisconsin may boast of raising the best barley of all the barley raising



KEEL &amp; SON'S ELEVATOR AT LINDSAY, OKLA.

states east of the Rockies. The German-American farmers, who habitually are barley growers, there take better care in cultivating and housing the grain after it is harvested; hence it is rarely discolored or has its quality spoiled by neglect. It must be a very untoward season when Wisconsin offers to the brewing trade a stained and a non-germinating barley. The barley which gives now such universal satisfaction is of the Odenbrucker kind that was introduced into Wisconsin some fifteen years ago and has become very favorably known among maltsters and brewers. It is to be hoped that the Wisconsin farmers, profiting by the past experiences of their Iowa and Nebraska brethren, will take good care to preserve the reputation of Wisconsin barley.

## THE NORTHWEST AND CALIFORNIA.

Next to Wisconsin, Minnesota deserves honorable mention as having in the past raised a very good quality of barley. It is deplorable that it has lost the reputation of raising barley of a uniformly excellent quality. As a general thing, the crop is spotted; that is, while in some districts the color and quality are as fine as ever, in other districts it shows great deterioration, occasioned by the same neglect in cultivating it that obtained in Nebraska and Iowa. Minnesota should use every effort to recover its prestige as a fine barley raising state, for next to California it raises the heaviest crop in the United States.

The two states of North and South Dakota belong now to the five barley states of the Middle West

which control the barley situation and the market of the country. While in some parts of South Dakota the barley is of bright color and sound quality, in other parts it is shoe-peggy and of poor brewing quality. Brewers have been very slow in adopting its general use. Maltsters and dealers in barley use the bright part of the crop for bringing up the color of the stained grades of Minnesota and other states. The malt made of Dakota barley is not as mellow as that made of Wisconsin, Minnesota or Iowa barley. It is possible that after years of cultivation that feature may be remedied, and when it is remedied South Dakota will be among the foremost of the barley states.

As to the barley raised in North Dakota, only occasional lots find their way to markets east of Chicago, where the malt made of it is mixed with other malts. As a general thing, however, Dakota barley is used for feeding purposes, both on the farms and abroad.

Notwithstanding that California has for years yielded annually the largest crop of barley in this country, it has never been counted on, until very recently to influence the barley and malt trade of the country, for the reason that a major part of the crop of the state had been exported to foreign countries. Only exceptionally, during those years when there was more or less failure of the crop in the Middle Western states, was its barley shipped either around Cape Horn or by rail to New York and Chicago. A very large part of the California barley is fed at home, especially that of the Bay Brewing kind.

## THE RECIPROCITY TREATY.

There is a diversity of opinion as to how the barley situation will be affected by the reciprocity agreement with Canada, recently approved by Congress, when that pact shall be approved by Canada and become effective. If the pact had been adopted some thirty years ago, while Canada produced the finest barley on this continent, the effect might have been disastrous to the American farmer; but now that the quality of Canadian barley is not what it was then, being now no better than our home grown barley and in some instances not as good as barley raised in Wisconsin and Minnesota, there can be no disastrous competition between Canada and home grown barley; besides, a great many breweries have been established in Canada during the last thirty years, so that all Canada's home grown crop will be required to supply the home demand.

## ELEVATOR AT LINDSAY, OKLA.

The picture herewith shows the elevator of Keel & Son, at Lindsay, Okla., under course of construction. The house is completed now and in operation. The construction is wood but the design aims to reduce the fire risk to the minimum.

The storage building, shown on the right, is a frame, stud-built, 28x32 ft. in size and 32 ft. high to the square, giving 18,000 bus. storage capacity. The mill room is 12x32 feet in size. There is a concrete foundation and an 8-ft. basement under the entire building. The machinery equipment includes a Cornwall Cleaner and 9x24-in. Nordyke & Marmion Feed Mill, hopper scales, one stand elevator with 7x14-in. buckets.

Twenty feet from the main building is the sheller house, with a Marseilles Corn Sheller for shelling snap corn. The shelled corn is lifted 28 feet and then goes by gravity to the cleaner in the basement of the main building.

The engine and boiler room is located 20 feet from the sheller-house and stands just across an alley from the Lindsay city water works tower. All buildings are iron-clad, galvanized, 28 gauge. The insurance rate on this elevator is only 1 per cent, while another in the same vicinity pays a 4½ per cent rate.

Corn and wheat are nearer together in price than usual. Several Michigan millers write C. A. King & Co. they are grinding some wheat for feed. It has been several seasons since this was much of a factor. Corn fattens better, but wheat is a fair substitute.



### THE HAY ASSOCIATION.

The 18th annual convention of the National Hay Association at Niagara Falls, N. Y., on July 25-27, was a representative meeting of that militant association, the attendance being excellent and the proceedings as well as the social relaxations of the convention being profitable and interesting. President B. A. Dean of Auburn, N. Y., presided.

The single session of July 25, beginning at 11 o'clock, a. m., was opened by the formal addresses of welcome and replies thereto, all excellent beyond common; and these were followed by the annual memorial address eulogistic of the members who passed during the year, which this year was made by Irving DeLamater of Auburn, N. Y.

President Dean then read his annual report, beginning with a review of the campaign with the crop of 1910, which was in many ways unusual,—with depleted supplies, especially of No. 1 and No. 2, and a very large percentage of No. 3, and high prices for everything. Although the membership dues were raised to \$7.50, the number of members has not materially been reduced by resignations, while the usefulness of the Association has been enhanced—the men who remained in and who have asked to come in since the dues were raised are those to whom the work is the thing and to whom the dues cut little figure. The arbitration feature of the work has been most successful, and no less than 20 cases were settled by the Secretary without reference of the papers to the committee.

The report of President Dean included a detailed statement of the condition of most of the leading hay distributing markets of the country as to inspection and facilities.

On motion of Mr. Goodrich the thanks of the Association were tendered Mr. Dean for the report and the work its preparation involved; and the report itself referred to a special committee to report on the recommendations it presented, the committee consisting of E. M. Wasmuth of Indiana, E. A. Dittenbeck of New York and I. T. Fangboner of Ohio.

#### CONSTITUTION.

Thos. England of Baltimore then presented the report of the committee on revision of the Constitution. The committee recommended an amendment of Sec. 3, Art. 5 of the By-Laws, providing that the directors shall appoint a secretary-treasurer to serve for one year or until his successor shall have qualified, subject, however, to removal by two-thirds of the directors for cause after due hearing and trial. This was adopted by a unanimous vote.

The same article, on motion of Mr. Goodrich, was amended to provide that former presidents not in the hay business, may be made honorary members by appointment of the directors.

Another amendment was adopted, giving all members subject to expulsion a chance to be heard in their own defense, a privilege the old section did not give them.

The chair appointed the following special committees:

On Resolutions—Charles England of Maryland, P. E. Goodrich of Indiana, George S. Blakeslee of Illinois, John J. Fairbanks of Virginia and H. A. Bascom of Massachusetts.

Auditing Committee—H. W. Benedict, Jr., of Louisiana, C. A. Coleman of New York, and Ed. C. Bassell of West Virginia.

On Credentials—F. D. Voris of Illinois, W. S. Duncan of Georgia and Mr. Coles of Middletown, Connecticut.

After some announcements, the convention adjourned for the day.

### SECOND DAY—MORNING SESSION.

The second day's sessions were opened by reports of the state vice-presidents read by Jos. Gregg of Atlanta. From these only brief excerpts can be expected here, to wit:

Alabama.—"In my opinion within the next four or five years Alabama will produce all the hay it consumes"—mainly alfalfa and Johnson grass.

Arkansas.—A large consumer and small producer of hay; prairie hay crop giving way to rice.

California.—Alfalfa acreage increasing and output growing larger.

Colorado.—Practically no timothy; alfalfa this

year short for both cuttings; acreage only 10 per cent above for 1910.

Florida.—Grows no hay except a little pea-vine and crab grass.

Georgia.—Has a good crop of green forage, but will buy about as much hay as usual.

Illinois.—Crop only about a third of normal and outlook is for higher prices than have obtained in many years.

Indiana.—Old crop cleaned up and new crop short, both of timothy and clover.

Iowa.—Hay short, "Prices will go a booming next winter."

Kentucky.—Very little hay raised.

Maryland.—Acreage larger but crop extremely light and little will be shipped; clover very short.

Massachusetts.—Crop not over 75 per cent of 1910.

Minnesota.—Acreage timothy and clover smaller than in 1910 and crop will be not over half of normal. Adjacent states in no better condition, except, perhaps, Wisconsin. Wild hay perhaps 75 per cent of a crop in the north but not over 30 per cent near Minneapolis and St. Paul.

New Jersey.—Large and fine crop in central New Jersey; part of the southern section not so good—only fair; rest of the state grows no hay.

Ohio.—About the usual acreage; yield 70 per cent of that of 1910.

New York.—Old hay all picked up; will be no clover for market; timothy, about half a crop; the quality of the hay made should be choice.

North Carolina.—No timothy or clover; some little alfalfa of good quality.



PRESIDENT P. E. GOODRICH.

Nebraska.—Prairie hay is very short—not over half a crop.

Pennsylvania.—Fair crop, but not nearly the tonnage of last year; quality much better—50 per cent will grade No. 1 or No. 2. Total crop about 80 per cent of last year's, but little of it will get outside the state.

Tennessee.—Hay crop very light—not over 40 per cent; little old hay carried over.

Virginia.—Old crop exhausted; new crop very light.

West Virginia.—Not much of a producer.

Wisconsin.—Letters indicate a full crop of timothy.

These reports were followed by a most pleasing address, replete with good humor, wit and eloquent earnestness by Courtney C. Avery of Auburn, N. Y., on "The Elements of Success."

#### SECRETARY'S REPORT.

J. Vining Taylor's annual report was read by that gentleman. Its principal features may be summarized as follows:

Arbitration.—This has been a very busy year. The Secretary's office has had 53 cases for collection and arbitration; 21 cases were settled by the Secretary, 12 by the committee, 6 are suspended, 2 were withdrawn, 1 is in the hands of the executive committee and 12 are not yet disposed of. Loose confirmations, the Secretary says, are responsible for 50 per cent of the differences.

Membership.—The growth has been healthy but not rapid.

Crop Reports.—In addition to the Secretary's own reports (which would be better if only the members would co-operate with the Secretary more heartily), the Government now gives the hay trade, at the As-

sociation's request, reports at stated intervals of the hay crop of the world, which are sent out by the Secretary of the Association.

Literature.—The Secretary has sent out over 40,000 pieces of Association literature of all kinds, not including innumerable personal letters.

Investigation.—The work of investigating suspicious firms in the trade has been carried on as well as the co-operation of members would permit; and the Secretary urges more attention by the members to this work.

Inspection.—The Association inspector at Cleveland has handled 237 in-bound and 176 out-bound cars of hay without one complaint, so far as known to the Secretary's office.

Finances.—Receipts from all sources, \$12,555.92; disbursements, \$6,535.29; balance on hand, July 26, 1911, \$6,020.63.

Membership, in 35 states, 852, Ohio leading with 166; New York next with 100; followed by Pennsylvania with 70, Michigan with 67, Indiana with 60, Virginia with 43, Illinois with 42, etc. During the year 95 were expelled for non-payment of dues; 127 new members were accepted.

The auditing committee having reported the accounts "correct in every respect" and the Secretary's "new system in vogue up-to-date" and businesslike, the report was received and filed.

#### GRADING HAY.

Former President Neizer of Indiana, in an address on the needs of the Association, dwelt somewhat more than on other matters on the inspection and grading of hay at terminal markets, a perennial subject, indeed, but one not yet disposed of. Among other things, he said:

Since the advent of our Association in the business world, marked improvement has been made in the hay and straw business. Through the influence of this organization, almost all of our important markets have adopted the National Hay Association's rules for grading; better trade rules are in force; and the general interests of those engaged in the hay and straw business have been advanced. In markets having intelligent and honest inspectors, there should be very little cause for trouble, but where inspectors are not firm and reliable they are prone to be wrongfully influenced, and the shipper is made to suffer. No better argument in favor of National Hay Association inspection can be produced than the practice of grading down on falling markets. There can be no justice in a market that fluctuates its grades with the market conditions. The grading should be the same whether the market is up or down.

This situation leads me to suggest that the Association take up the question of National Hay Association inspection at this meeting, giving it an earnest and unbiased discussion.

It occurs to me that a system of National Hay Association inspectors in the different markets, who would be under the supervision of the National Hay Association, would be an improvement over the system we are now working under and would insure justice to all concerned. This reform may seem to some as radical, but there are a great many members of our Association who think it would be a move in the right direction; and I submit it as one of the urgent needs of the hay and straw business at this time.

My observations during the fifteen years that I have been actively engaged in the shipping of hay prompt me to the realization of the fact that there are irregularities at the shipping end as well as at the receiving end of the hay business. Shippers should be more particular in grading hay at shipping points and should weigh the hay before loading. Tag weights are very uncertain; and if shippers were more particular in grading and weighing hay, they would have fewer complaints against the receiving markets. On the other hand, there is no justification for a system which places the shipper completely at the mercy of a system of inspection and grading in which he has no voice and over which he has no control.

Shippers and receivers cannot ignore their mutual interests, each can help the other in making the hay business a pleasant and profitable business, and by placing the hay business on a sound, honest and profitable basis we benefit the producer and become public benefactors, and our Association will continue to be an example for trade organizations to imitate.

The report on legislation was brief, there being little of interest to the Association to report. The committee suggest, however, that a digest of the "most important points in transportation and commercial law" would be very valuable to all members, and recommend that the Secretary or the committee be authorized to make and print such a digest.



## STATISTICS.

The committee on statistics, by Fred. M. Williams of New York, its secretary, reported, among other things, that—

The past year has shown many peculiar features in connection with the crop and its disposal. In the early stages the crop conditions offered some close figuring as to what the final outcome would be. The results have shown the almost complete consumption of the native crop, and that we have been forced to go to our northern neighbor, Canada, for a considerable amount of their crop, of which we have used at least 500,000 tons. Of the crop in the United States, it was found that the year 1910 shows a decrease in acreage as compared with the records of last year and also in comparison with the records of the past eight years, with the exception of 1906, when the acreage was slightly in excess of 1910. The last season was one of the hottest and driest experienced in over 40 years, in the Northwestern states, namely, Minnesota, Wisconsin, Iowa, North and South Dakota. The total value of the crop, however, was the highest in the history of the country, exceeding the previous high record of 1907 by over four million dollars, and it is estimated about 13 per cent above the average for the preceding five years.

The acreage is put at 45,691,000, which is less than for 1909 or 1908; production per acre, average, 1.33 tons, against a 10-year average of 1.44; total yield, 60,978,000 tons, against 70,798,000 tons in 1908; quality, below that of former years. The farm value, \$12.26 per ton, was the highest on record in this country; total value on the farm, \$747,769,000. The shortage of 1911 will be at least a million tons, compared with 1910, in spite of the increase of alfalfa in the Eastern section of the country, where this forage plant has simply taken the place of timothy. The report concludes:

Regarding the distribution and consumption of the crop, no definite data is obtainable; only few of the larger markets keep any records, and even these are often unreliable, since they do not include any straw receipts, and other markets include straw receipts in their general totals. However, we submit such data as obtainable, for whatever use can be made of it, either now or later. In the four principal eastern terminals, New York, Boston, Philadelphia and Baltimore, we find an increase of receipts every year for the past five years, despite the fact that in all these cities there is a constantly increasing number of mercantile automobile conveyances.

There are several ways in which to account for this increase in receipts and consumption, the most likely being, it is due to the increase of population, which probably more than offsets the decrease by loss of the introduction of the power propelled vehicle.

The consumption in the Southern states is increasing every year, due probably to the development of the cotton industry and the consequent increase of business and population in this section. We believe we are safe in stating that the consumption of Northern hay in the Southern states will show an increase of over ten per cent the past year.

## ON TRANSPORTATION.

The report of the transportation committee, by H. W. Robinson of Ohio, complimented the carriers on their better equipment and service generally, and said:

Among the problems still confronting us are embargos as well as better terminal facilities. Embargos continue to have their merits, not only to the benefit of the carrier in preventing congested conditions at certain points, but to the hay market in general by serving as a safety valve for preventing radical market changes. However, the continuation of them for a long period without cessation would indicate either inadequate rules on the part of the carriers governing embargos or a lack of the enforcement of same, which places the railroad companies in a position to be criticized because of the appearance of granting special privileges to a few. This matter having come to the attention of your committee recently, we would recommend that the new transportation committee follow it up and co-operate with the carriers to the end of correcting these apparent abuses.

Better terminal facilities has been a subject of no little concern in the hay business for many years and if we would progress in keeping with the spirit of the age the time has arrived when definite action should be taken in this direction. In view of this we commend to the Association more diligent work during the coming year before us, especially in the way of co-operating with carriers with a view of improving general conditions in a number of our leading markets.

In arriving at a higher degree of efficiency in methods of handling hay we come to recognize reconsigning as a potent factor. Early in the year the attention of this committee was called to the diversified charges for this privilege made by the

carriers, ranging from nothing to what might be termed the exorbitant charge of \$5 per car, the result of which caused more or less dissatisfaction, of course, on the part of the fellows who had to pay. A decision was rendered by the Interstate Commerce Commission setting forth that \$2 per car was a reasonable charge for such a service; and in order to reach some just basis to settle this difference a conference, consisting of a committee from Eastern trunk lines, a committee from the Central Freight Association and our transportation committee met here on Monday morning, and after going over the situation thoroughly it was agreed to make the charge of \$2 per car universal for reconsigning, the same to become effective January 1, 1912, the action pending, of course, on the approval of the organizations we represented. This should wipe out any and all feeling there may have been because of advantages of special favors having been granted heretofore to certain localities or particular firms.

The Southern rate matter has, indeed, been the most important subject before the transportation committee, owing to the fact that the combination rates which became effective early in 1910 were not only unjust but prohibitive in many instances for certain localities. It is needless to say that much of the business between shippers throughout Central Freight Association territory and the Southern trade at many points was seriously injured and in many instances practically destroyed. This matter was brought to our attention through the Memphis Hay and Grain Exchange which filed a complaint with the



SECRETARY J. VINING TAYLOR.

Interstate Commerce Commission after these rates became effective, asking our Association to co-operate with them to the end of reinstating Class D rates previously in effect or securing at least reasonable rates in comparison to rates throughout other sections. We accordingly took the matter up with the Central Freight Association, and Mr. C. B. Stafford, commissioner of the Memphis Exchange, and the chairman of the transportation committee have had several conferences during the year with a committee having the matter in charge from the Central Freight Association. A final meeting was held on Monday afternoon of this week, prior to the opening of our convention, and we are pleased, indeed, to report to you that we have reached an agreement in the way of a compromise between the old Class D rates and the combination rates put in effect thereafter; and the carrier now agrees to publish a new commodity rate on hay, in accordance with our agreement, to become effective within the next few months.

In reply to questions, Mr. Robinson supplemented the report by saying:

It has been our understanding that the rates to New Orleans and other Southern points are to be made in accordance with the Memphis rates when the new commodity rate is published. Of course, it could not be otherwise.

Mr. Goodrich: Is there a definite time for the rates to be published?

Mr. Robinson: At the next meeting of the Central Freight Association, when this action must be ratified, which I believe is about the middle of October; but the committee thought this could be handled through Mr. Tucker's office and the rate published, because we had practically agreed to this some time ago, except some minor matters which were settled yesterday, having come up between Mr. Stafford and the Central Freight Association regarding a particular territory. I mention especially the Fort Wayne and Columbus territory, which yesterday the carriers conceded; and an agreement was

reached on that particular point, and I think now, as I understood it yesterday, they will go ahead and publish these rates as quickly as possible, which may mean within the next thirty days. However, something might come up that they could not take definite action until the meeting of the Central Freight Association. In that case, of course, it would take thirty days after that meeting before they could become effective, which would mean the middle of November. However, we were assured, as I said before, that if it was passed they would put these rates in force at once. I might add here that this matter, I think, the carriers have realized; it has worked out to their disadvantage by a heavy loss of business from Central Freight Association territory to the South, and I think they are going to hurry this matter through just as fast as possible.

Mr. Charles Bash (Indiana): What is the commodity rate?

Mr. Robinson: I think the commodity rate, in round figures, is about as near a division between the old Class D rate and the combination rate as can be reached. It is not true with all points. The method in which the new commodity rate has been arrived at has been on the basis of the fifth class rate to Eastern points, which I understand is formulated with the carrier on the basis of mileage; and the new commodity rate has been worked out along those lines. I might say that the rate from Fort Wayne and Columbus, under this new arrangement, will be 23½ cents. I believe that was 27, or what was the rate, to Memphis?

Mr. Bash: Eighteen cents.

Mr. Robinson: Wasn't there a 19-cent rate, Class D?

Mr. Bash: Our rate to Memphis for twenty years was 18 cents; they raised it to 25 or 26.

Mr. Robinson: Twenty-six cents, I think. The new rate, as I recall it—I would not be sure, I cannot carry the groups in my mind,—but I think the rate from Fort Wayne and Columbus was 23½, based on the mileage to eastern points.

Mr. Bash: Does this agreement affect Michigan?

Mr. Robinson: Oh, yes, Michigan, Ohio, Indiana.

After the report of the committee on nominations, to be acted on one day later, the meeting adjourned to 2:30 p. m.

## AFTERNOON SESSION—SECOND DAY.

The afternoon session was opened by E. M. Wasmuth of Indiana with the report of the arbitration committee. Having spoken of the importance of the committee's work and complimented Secretary Taylor on having settled so many cases without calling on the committee, the report continues:—

The work of the past year has been done in conformity to the new Rules, and while it has required somewhat more arduous labor from the members of the committee, the results, we believe, prove the wisdom of their adoption. We again call the attention of the members to the fact that this committee is composed of members who have their own personal interests to serve and caution all to give closer attention to their trades so that disputes may be avoided. It becomes more and more apparent to those who have served on this committee that there would be fewer disputes if the members would acquaint themselves more fully with the Trade Rules and observe them in completing their trades. An astonishingly large number of cases develop because of the fact that there was no proper confirmation of a deal. This seems inexcusable, but it is, nevertheless true that probably 75 per cent of the shippers of hay do not confirm their sales in an orderly and proper manner.

We recommend that the Secretary be instructed to arrange for the printing of confirmation blanks for the use of shippers and receivers, embodying the rules laid down in our Trade Rules, mail copies of them to all members, publish them in the trade journals and sell them to members at a nominal price. No trade, however small, should be made without a proper confirmation being mailed by each party to it. Members should keep in mind that the committee can only decide disputes by reference to the contract, and if that is not made clear, it is hard to do justice.

We call attention to the fact that cases are often poorly presented to the committee. It is not necessary to present a long plea, but it is important that each step in the transaction involved should be laid before the committee in as few words as possible and that all papers having any bearing, and no others, should be attached.

The work of the committee grows continually larger and more burdensome. We believe that more efficient work might be done if stated meetings were held two, three or four times a year, and that cases be read, considered and disposed of in this manner instead of being passed through the mails, or, perhaps, after they had been passed through the mails and read by each committeeman. Such meetings would provide for the hearing of oral evidence in cases where it is the wish of parties to appear before the committee; and we recommend that the officers and directors take up and consider this care-



fully with the intent to put it into operation whenever in their judgment it seems practicable.

The report was unanimously adopted.

#### RECIPROCITY WITH CANADA.

H. S. Grimes of Ohio was on the program for an address on "Reciprocity with Canada," but for the first time since 1892, he was unable to attend "the Hay Convention." He sent a word of greeting, however; and as to "Reciprocity," among other things, said:

The bill having already passed our Congress, it is now in the hands of the Canadian government, with every assurance of its acceptance on their part, in which case there will be that feeling existing be-

the hundreds, and very few of them reach the dignified stage of a formal hearing; yet they take time, trying the patience of all concerned.

The class in which some goods move may not quite suit the shipper, yet all the classes which go to make up the fabric of rates on all commodities bring to all concerned what is generally conceded a fair and reasonable proposition. The many rejections by various commissions regarding rates being unreasonable is self-evidence of this fact. The shipper, too, is amply protected, as the recent decision of the I. C. C. regarding the raising of rates has shown.

There is one point I desire particularly to bring to your notice, yet I assume you all know it as well as I. Many corporations and associations deal with

family with the old style text worked in red worsted on perforated board, hanging over the mantelpiece and reading, "God Bless Our Home," while the man and wife are engaged in a bitter quarrel, throwing dishes at each other, the children each with a hand in the other's hair, tugging like grim death, while the dog is trying to annihilate the cat? or, shall our aim be to build up an establishment where peace and contentment shall reign, based upon fair dealing with each other, and the respect which such dealing always engenders? Certainly there is no question that the latter relation is preferable to all concerned. How then can it be brought about, or, if impossible of attainment in its entirety, how can it be measurably approached?

To my mind it is possible of achievement; first, by both shippers and railroads honestly wanting it, and, secondly, by working along those lines. Now, I want to emphasize this fact that we both have got to want to get together harmoniously to reconcile our differences, with a disposition to give and take. If we do not endeavor to carry out that idea, all this talk about the relations between the railroads and the shippers means no more than the text in the quarrelsome family: they are just mere idle words.

Possibly the railroads can do more than the shippers to start the era of good feeling so greatly needed, by showing in every transaction that it is their purpose to be absolutely fair and treat each case on its merits, thoroughly investigating every complaint made and the application of a remedy therefor when possible, and when for any cause the trouble cannot be corrected, making full explanation of the reasons why it cannot be done. In other words, the attitude of the railroad to the shipper should be that of the merchant to his customer; for, aside from the laws which regulate the amount of charges and the regulations of service of the railroads, which cannot be deviated from, the railroad is precisely in the position of the merchant who has a commodity for sale. We are selling transportation; and in this we should be as fair in our dealings with the shipper who buys our wares as the seller of other commodities is to his trade.

We have to depend very largely upon agents located hundreds of miles from headquarters, and in a great many cases they fail to bring causes of trouble to the attention of officers of the road; therefore the trouble is not properly adjusted, and the shipper always has the idea that he has not been justly dealt with, and the feeling rankles in his mind until it grows into a strong desire with him to get square with the railroad, which results in appeals to commissions and often for more restrictive legislation against the railroads.

My talk today is directed mostly to the smaller shippers, located possibly on some road where there is no competition, where they must perforce ship by that railroad, notwithstanding their strong disinclination to do so.

tween United States and the Canadian governments that has long been the wish of many of the most high-minded and able business men of this country. It is sufficient to say that when you look over the list of the men named who were in favor of the reciprocity bill, one cannot but believe that there is nothing in it but good, not only to this country, but also to Canada.

The farming community of Canada is largely made up of American farmers, and the emigration from this country to Canada is increasing each year; and while we are prohaps benefiting Canada by the reciprocity act, we are also benefiting our own people who now make their homes in Canada, and certainly are benefiting some ninety million people in the United States.

The enactment of this law is a beginning in the right direction to show to the entire world that the United States is able to act with that generosity toward foreign countries that has long been expected of her; and it will undoubtedly cement more closely than ever our foreign relations.

The chair threw the question open to debate, but there was no one to take issue with Mr. Grimes.

#### SHIPPERS VS. CARRIERS.

C. J. Austin of New York was introduced to speak on the subject, "The Shipper's Attitude toward the Carriers." In casting about for data, he said, few shippers are found well acquainted with the agents of the carriers; nor did he quite understand the air of secrecy about transportation matters affected by many shippers, as such an attitude often reflects itself in the inability of the carrier to find out just what is expected of him who should know exactly what conditions are always. The speaker said he did not mean these remarks to be offensive, but the fact remains that frankness is better than mystery.

Continuing, Mr. Austin said:

The incompetent help with whom the public comes in contact, and the abrupt and often abusive attitude of such help, have made many a man sit up nights scheming how he could get even. The present situation, where all rates are legal when published, and where it is just as unlawful for the shipper as the carrier to try and do some things, we find that the majority are still stumbling blindly along, publicly proclaiming from the house tops what we will and ought to do, yet not agreeing to anything.

It seems to me all of this might be remedied, at least a little, by getting together and studying tariffs on file at local stations with the agents; and this is often quite necessary, for many a user of the carrier could not make out alone the meaning of a tariff, even with a magnifying glass. This is, however, really no fault of the carrier, for he has complied with the law and stands ready to explain its meaning through its agent.

The I. C. C. and public service commissions are the dumping grounds for informal complaints by

carriers through their traffic departments. This is not possible with the individual, though he may become a traffic man all by himself, if he will go about it in the right way and lend to the subject the same amount of intelligence and thought that he gives to his business. This Association can, if it so desires, engage as good a traffic man as can be secured, and by so doing bring to each individual member the benefit of his traffic knowledge. There are, and have been, many able chairmen of the transportation committee, yet it is unfair to ask any business man to take up the burdens of the membership's requirements regarding traffic. We have grown too big. If the Association cannot have a "paid traffic official," try and think over some of the facts as I have stated

them; absorb them in the spirit in which they are given; get a little closer to your competitor; and if you alone are unable to whip the railroad men, take your friend along to help. It often takes two. Seriously speaking, the railroad man is of necessity your friend and you are his. As a rule you will find him human and ready to help if he can. He must, however, have your assistance, and why not grant it?

To represent the carrier's side of the matter, the chair introduced H. C. Hamilton of Buffalo, who, among other good things, said:

Recognizing, then, the strong mutuality of interests of the shipper and the railroads, the question arises as to how each shall treat the other in order to bring about harmonious relations between them, which will be alike beneficial. Shall it be like the



A GROUP OF PITTSBURGH HAY AND GRAIN MERCHANTS.



DELEGATES FROM THE ST. LOUIS MARKET.



antagonistic to railroads and other corporations as well, is created.

The railroads as a whole, I believe, recognize these facts and are making strenuous efforts to educate their agents to be courteous to shippers and to look after their wants and when unable to satisfy them to refer such cases to the proper officer, with a full report of the transaction. In the great majority of cases the explanation of the officer is accepted by the shipper in the spirit in which it is given, and the incident is closed with no ill feeling on their part. Once in a while we run across a shipper who, from our viewpoint, is absolutely unreasonable in his demands, and we cannot do as he wants. For example, if a shipper wants an agent to violate his published tariffs, which are the laws of the land, or if he insists upon the delivery of a shipment consigned to order without the surrender of the original bill of lading, and then if we cannot meet those things and if he fails to see the justice of our position in refusing them, we can go no further. When we do run across a case of that kind, which is extremely rare, we sometimes feel like treating it as William J. Bryan advised in an address which he gave in Buffalo some time ago. He was citing the case of a man who would argue for the sake of arguing, without any merits to his controversy whatever, and Bryan said, "When you come across a man of that kind, for instance, who would argue that stealing was not a crime, don't argue with him; search him." (Laughter.)

Now, of course, we have our viewpoint in these things. Our viewpoint may be absolutely wrong in many cases. A story may be told to us which seems absolutely improbable—as improbable as the story that the fisherman told his wife when he came home very much later than he intended, without any money to go marketing; and when she demanded the reason, he told her he caught a cat fish and the cat fish had set fire to a stack of hay and it took all his time to get the fire out, and he didn't succeed in doing that and he had to pay the farmer for the loss. That seemed very improbable; nevertheless, there was some truth in it. It appears this man was fishing in a stream. Right back of him he had built a little bonfire; a short distance from the bonfire there was a stack of hay; he caught a pretty big cat fish and threw it this way, and it went into the fire so hard that it threw out the embers on the stack of hay and that was burned. It seemed absolutely improbable, and that poor fellow didn't get away with it when he told his wife. We married men I think ought at least to give that fellow credit for getting up a new one. (Laughter.)

I do not mean to imply, by the statement of the railroads' willingness to investigate every cause of complaint and apply a remedy when possible, that we can adjust them all satisfactorily. I have in mind the time of car shortage which usually exists to a greater or less extent during the fall when the movement of all classes of freight is at its highest. During that period our car supply is very often taxed beyond its capacity and equipment cannot be furnished as promptly as required. But what we can do, and what all concerned are instructed to do, is to see that the cars available are distributed fairly between all shippers and that every one receives his just allotment.

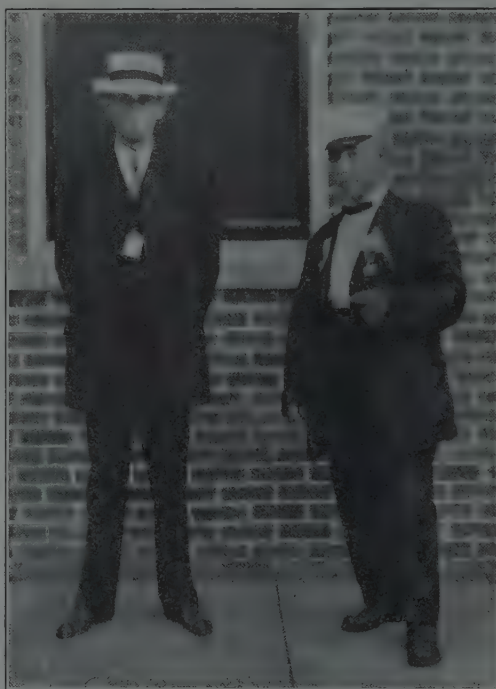
Claim may be made that the railroads should be in position to provide equipment promptly at all times of the year without regard to the volume of trade moving. There may be some merit in that side of the case, but I wonder if all the shippers realize that the railroads for the past few years have been at their wits' ends to furnish side tracks enough to hold the idle cars which were out of service the greater part of the time. Furthermore, it must be remembered that the cost to a railroad for equipping its line with cars to meet the requirements of a short period, which is not over three months of any year at the outside, would be extremely great, as the interest on the investment for a full year would have to be earned in three months, while the surplus cars would have to stand idle for nine months, with possibly greater depreciation than if in active service. This is an economic question and it is not my intention to go into it further; I merely throw out the thought in regard to it, which is uppermost in my mind.

Another fruitful source of trouble between the shipper and the railroad is the settlement of claims; but I believe most of you will agree with the statement that the railroads are paying greater attention to the prompt adjustment of claims than at any previous time. It should be remembered that the Interstate Commerce Commission recognizes that claims can be easily changed to rebates, and therefore they require that absolute proof of the loss and its amount be in possession of the carrier before being passed for payment. Notwithstanding the legal phase thus injected into this question, I believe the handling of damage and shortage claims is more satisfactory to shippers than ever before.

Question of service with the prompt transportation to destination of shipments is a most important factor and one that is fully recognized by the railroads, which have unquestionably made great progress during the past several years, in their efforts to transport traffic, particularly coarse commodities commonly known as "dead freight" with great

er despatch; that time in transit has been reduced to a great extent and improvement in the service rendered, over that given less than four years ago, is so patent to shippers that it is unnecessary to elaborate on it, and it is only mentioned to show that the all-important matter of service, which enables shippers to reach their markets quickly is being given the attention its importance demands.

The proper attitude of the railroads to the shipper to my way of thinking, was summed up, in a somewhat fantastic way, by John Temple Graves, who delivered an address before the Traffic Club of Philadelphia last winter. The purport of his remarks was that if the railroad officers kept their office doors open and were accessible to shippers and accorded them the same degree of courtesy they accorded each other and that business men employ generally, there would be no railroad problems. He said, "If when one of your passenger trains is delayed on your road for some time and the passengers are wondering what the trouble is and fuming because they will not reach their destination on time, your trainman, instead of rushing through the cars, indignantly repelling any questions, would stop and announce that the delay was caused by a derailment of a freight train ahead, that the wrecking crew had been sent for and would arrive in a short time and that possibly in an hour and a half or not more than two hours at the outside, the passenger train could proceed on its journey, that the management were extremely sorry for the inconvenience the passengers had suffered and that



C. J. SEALY AND CHARLES CULP.

every effort would be made to get them started with the least possible delay—"why," said he, "if the railroads would pursue this policy, the passengers who were fuming and fussing would settle down in their seats and talk of how considerate of their passengers that road was. And if at some future time a train on that road struck and killed a cow and any of those passengers had to do with the awarding of damages, the railroad would only have to pay for the actual value of the animal and not for the most valuable one in the herd." That illustration expresses in a homely way what the attitude of the railroads should be to their patrons, which if followed to its logical conclusion would meet with such a response from them as to show conclusively that it is the proper solution of the railroad problem. (Applause.)

#### NATIONAL ASSOCIATION'S GRADING OF HAY.

E. Wilkinson of Alabama, a former Illinois man, in opening his address on the grading of hay by Association rules, spoke of the happy solidarity of the Union as he found it, a Northern man in the South, and proceeded:

From a National standpoint, there is no North and there is no South; from a business standpoint, there still is a North and there still is a South. Take that question home to the hay trade. How many of you have heard a conversation along these lines: "That's pretty good hay; what do you grade it?" "Well, that is nice hay; that is strict one, that is number one eastern." "Well, this hay isn't quite as good. Is that No. 2?" "No, I couldn't grade that 2. That's number one Southern." No. 1 Eastern and No. 1 Southern. Gentlemen, whenever that statement is made it reflects on the business capacity of every man in the hay business in the South.

When such grades are used and adopted they reflect on the business integrity of every man who draws that distinction. The hay trade of this country will not be on a sound basis, on an honest basis, until No. 1 hay is No. 1 hay East, West, North and South. (Applause.) No. 1 hay must be No. 1 hay from daylight until dark, 365 days in the year, wherever you find it; and it is to bring about such results that I advocate the system suggested for the National Hay Association.

You are all familiar with the proposed plan, I presume. In brief, it is that the National Hay Association shall appoint inspectors at the river crossings, at the gateways to the East and the gateways to the South, through which hay must move from point of production to point of consumption. The National Hay Association will have full charge of those inspectors. They should be paid out of the treasury of the National Hay Association, and the inspectors appointed only when that market which asks for an inspector has convinced the management of the National Hay Association that they have proper facilities for promptly unloading and promptly weighing, promptly grading hay that may pass through that gateway. They must also guarantee the National Hay Association against any loss in maintaining an inspector at that point.

The object of an inspector, as I understand it, is to be an arbitrator between the buyer and the seller. Now, do not misunderstand me. I do not wish to charge that the inspectors of this country are dishonest, or that the inspectors of this country as a class are incompetent. But analyze for a moment the method by which those inspectors are secured. In most states, under some state authority, by some state authority they are appointed, usually because of some political pull or some political service rendered. Appointments to any position based on political pull, based on political service rendered, leads to incompetency in any business. Further, those inspectors are frequently appointed at the request of a coterie of men who are following that business in the markets where these inspectors will serve. Granted, still, that those inspectors are honest, that they are efficient, you have to overcome and combat that principle in life—the influence of man on man. Few of us realize just to what extent that influence extends. The influence of environment must be taken into consideration. The man who is not influenced by environment is the poorest class of citizen you can find in any community. The man who is all brain, whose heart cuts no figure with the workings of that mind, who is not influenced by family, by close business friends, by his neighbors, and by the affiliations that come with everyday contact with men, is the poorest citizen you can find in any community. And I believe it is the influence of environment that has had more to do with the troubles of the inspection and handling of our products than any other one question.

The plan outlined by the National Hay Association will do away with that influence. An inspector appointed at a gateway, for instance, on the Ohio river, through which station would pass from Ohio or Indiana to the Southern states, would not know the shipper of that hay; he would not know the buyer of that hay; he would not even know the point where it originated or its point of destination. Appointed by the National Hay Association, paid by it, he would have but one interest in that proposition, and that would be the correct analysis of the contents of that car, whereby justice would be meted out to both shipper and buyer. (Applause.)

To illustrate to you what a complete failure in many instances the present system of inspection is, I will relate some of the experiences that have come to me as a buyer. Sixteen or seventeen years ago one of the large markets of the West from which we drew a large amount of our supplies began to furnish goods that did not meet our requirements; they would not suit our customers; they were not the quality we had bought. I had absolute confidence in one of the firms in that market with whom we traded. I went to see them. We had a heart-to-heart talk about inspection. We discussed it up one side and down the other side, and we formed an agreement that my concern would continue to pay demand drafts from those people with bills of lading attached when those invoices were accompanied by the personal certificate from a member of that firm that they had seen the car in question and that it was of contract grade. It was distinctly understood that official inspection from that market should cut no figure in our transactions not to be considered by us or by them. Is it a reflection on the system? Is it a reflection on the proposition that an inspector is an arbitrator between buyer and seller, when the buyer of that station must accept the personal certificate of the seller rather than the official grading of that market? Does it indicate that that market needs a change?

Six or seven years ago I bought from another large primary point ten cars of No. 1 timothy hay for November delivery. Early in November I was notified by the railroad that a car of hay was on track consigned to us. We could find no record of the shipment. Investigation showed it was shipped by the concern who had made this contract with us for ten cars. I wired them that car No. so-and-so was on track; if for us, to furnish papers. In a



day or two I received an invoice covering that car, marked "duplicate." Attached to that invoice was a certificate of inspection. That certificate was a model of the engravers art; it was a beautiful proposition to look at; the blank spaces for date, grade, car number and inspector's name, had been filled out in ink. At the bottom on the margin in one corner in lead pencil were two letters "i," "n": "In." That certificate called for No. 2 timothy hay. My contract called for No. 1 timothy hay. The next day the mail brought a miscarried, missent invoice; it had gone to some point in Georgia. That invoice had attached to it a certificate of inspection; another certificate that was beautiful to look at, carefully filled out in ink, and in the space left blank



J. T. CLENDENIN, BALTIMORE.

for grade was "No. 1 timothy hay." Down in the bottom of one corner in lead pencil three letters "o," "u," "t" "out." Inspected the same day, inspected by the same inspector, filled out in the same handwriting, "No. 2 timothy hay," inbound to that market, and "No. 1 timothy hay" outbound to, a country sucker. Hay had advanced.

I wanted what I had bought, and I was thoroughly angry. I took those documents and the next day was in that town. I went first to a business acquaintance who did not handle hay, but who was a member of their exchange. He confined his operations to grain. I laid the documents before him and charged that his inspector was corrupt. The result of that interview was an acknowledgement on the part of that dealer that a custom existed in that market by which the dealers, in trading among themselves,—the members of that Exchange in trading with one another,—had an understanding that inbound certificates should always govern their transaction. The circumstances that surrounded this case were that the people who had sold me this hay had had an upheaval in their office and had changed their office force and had some green clerks. The lead pencil notations were put on for the use of the members of that exchange; it was expected that that would be rubbed out.

Think of it, gentlemen—stop and think of that proposition. The members of a big exchange in this country, men who stand high in the business and in the financial world, banded together in a conspiracy to either rob the country shipper who sent his stuff to their care, or to rob a country buyer who came to that market to seek supply. There is no other explanation of such a transaction. What would have been the result of a complaint to that exchange? Had a complaint come from Birmingham, Alabama, from Atlanta, Georgia, from Jacksonville, Florida, or Charleston, Carolina, Baltimore, Boston or Philadelphia,—the thicker those complaints had rolled into that market,—instead of discharging that inspector, if the complaint had grown thick enough,

they would have raised his salary. His use to that association was the very purpose to which he had been put.

Now, I do not say that all the men in that market were corrupt or dishonest, but I do say that every man in that market who was cognizant of the fact that inbound certificates governed transactions between members of that exchange, and did not raise his hand and his voice to stop that transaction, was guilty of lending his name, at least, to dishonest, corrupt business methods. (Applause.)

Let the National Hay Association take hold of this question. Suppose the fact related to you just now had been brought to the attention of the members of the National Hay Association for investigation; suppose my complaint had been backed up by complaints from other towns, South or East, how long do you think that inspector would have held his job? If I know the temper of the men that have managed the National Hay Association, administrations past and administration present, that man would not have had his office longer than it would take a wire to reach him by the Western Union or the Postal Telegraph. Let the National Hay Association take charge and make the announcement to the business world that the period of pollution, the period of corruption, the period of manipulation in grades has passed, and that the era of honest competition has arrived. (Applause.)

Another great advantage that would come from this system is the fact that country shippers, men located at the country point who handle ten, twenty, thirty, maybe fifty cars a year, have not the facilities for organizing an exchange. They may be the whole show at their town. It might be impossible to get an organization which you might call an exchange and give official character to inspection. This system provides for the taking care of that very case. At the present time they have to send their hay to some market where it is inspected under what I claim is the influence of environment; in some cases they get absolutely fair and just treatment; or they have to ship it to me and take chances,—no inspection at either end of the line. That man could ship his hay through any gateway to the East, any gateway to the South; he could go to sleep at night and know that an inspector who had no interest in that transaction would be an arbitrator between himself and the buyer, and that car would be given in that instance fair play. The only interest that that inspector could have would be the interest to serve the National Hay Association, upon which he would depend for his position, and from whom draw his pay. (Applause.)

The way to promote honesty is to surround a man by protection against temptation. How many of you have noticed in your career two small towns, possibly close together,—in one town you will find a low order of business integrity; you will find the bankruptcy courts used as a means to prevent the collection of honest debts on every occasion; you will find short turns and sharp practices indulged in on every occasion; you will find a town where the wholesaler advises his man to collect for the goods before the shipment is made. On the other hand, close to it, you may find in the same county another village in which business integrity is of the highest order, where a man's word is his bond, where no sharp practices have been brought to light, where the bankruptcy court would starve to death if it depended on that section for its fees. What makes the difference in those towns? Close together and settled by practically the same people, surrounded by the same conditions,—in one town you will find that a few years previous some man with a big mind, a brainy man, a man of energy and force, but a man absolutely without morals in his business transactions, had lived. His influence had permeated the boys that had grown up around him until he had dragged down into the mire the business ethics of that community. In the other town you will find that a man of high integrity, another man strong, progressive, energetic and honest, had left his imprint in that community. Those two influences were the foundation of the differences that exist between those two towns. If a man can so wield his influence over a community that he can drag it down below the normal level of integrity, or if a man can raise a community up above the level of moral integrity, what influence can the National Hay Association have on the business affairs of this country? Your influence can be felt in every town where hay is raised or used. Your influence can be felt beyond the confines of the hay business. Establish the principle that fair play, honesty, equity, is the only basis which can exist under the auspices of the National Hay Association, and you will have done much towards uplifting not only your community, but the rest of this country. Your influence will permeate every district.

There is more than one object in our existence, more than one object in our business life. The primary object of business, of course, is the accumulation of funds necessary to furnish us with our daily requirements. Coupled with that, a desire to leave something as a protection for our family. But I take it for granted that most of the men engaged in the hay business expect to found a business which will some day be left to their children. I

hope that the next generation will find the hay business on a higher scale than it was found on when this generation took hold. It is on a higher scale today, and it has improved more under the auspices of the National Hay Association than it had improved in fifty years before that. (Applause.)

I would like to see the hay business so restricted that there can be no opportunity for fraud and dishonesty. I would like to see the restrictions put on the hay business by this Association which will so regulate the trade, that the next generation will have no temptation to be dishonest, so that we can turn over to our children a business which will be one on which we can look back with pride and which they can look forward to with pride. Let the motto of your Association, "Not for self, but for all," guide us in our investigation of this inspection problem. If we find that while the National inspection might hurt one community, it will help a majority, let's adopt it. Let's put it into effect. In my judgment, it cannot do any harm, and in my judgment it can work a great good. (Great Applause.)

H. G. Morgan of Pennsylvania moved that a committee of seven be authorized to take a census of the hay markets that would desire National Hay Association inspection; but on suggestion of Mr. Wilkinson the matter was referred to the board of directors.

After an invitation had been read for the Association to meet in 1912 at Kansas City, President Dean introduced C. S. Carscallen of Jersey City, who made the report of the committee on "Conservation of Natural Resources." The conclusion of the committee was that, "It is not necessary that the Government should own outright all our forests, coal, water powers and other natural resources;



PRESIDENT GOODRICH AND VICE-PRESIDENT WILKINSON.

such would be a step toward socialism; but there should be a strict supervision of the methods and the output of [persons and] corporations controlling such resources, and an unrelenting campaign of education of the American people and an appeal to their patriotism and common sense. . . . When aroused great is the power of the American people."

The report was ordered spread on the records; whereupon the meeting stood adjourned for the day.

#### THURSDAY'S SESSIONS.

The last day's work was begun with an able address by J. W. Anderson on "Alfalfa and Its Value."



Then came the report of the committee on grades, by Mr. Neizer, as follows:

Your committee on grades recommend that there be no change in the grades as heretofore adopted. We do recommend that the incoming administration take up for their careful consideration the advisability of eliminating from our Rules the grade of "Choice," or "Prime," timothy, and the addition to our Rules of a grade to be known as "Standard," or "Live," timothy, and a grade to be known as "Heavy Clover Mixed, and to confer with the different exchanges and state inspection bureaus concerning this recommendation and report their findings to our next convention."

It is the opinion of a large majority of our shippers that inspectors are too technical and stringent in the grading of No. 1 timothy. "Good color" should not be construed to mean the same as "bright, natural color," as used in describing "Choice Timothy." The words "good color" should not exclude hay with brown blades, if in all other respects it is good enough for No. 1 timothy. Neither should these words exclude hay with slightly brown heads, if in other respects good enough for No. 1 timothy. Inspectors should always bear in mind that they should be arbitrators between buyer and seller, and that they should not unfairly favor either, even though one is present and the other is not.

We respectfully recommend that the Secretary of the Association communicate these instructions to all inspectors as soon as practicable, and that a copy of these instructions be put in the Annual Report in connection with the Grading Rules.

Your committee regrets to report that after some correspondence between the National Hay Association and the Board of Trade of Chicago, we were unable to induce the said Board of Trade to adopt the grades of the National Hay Association as its official grades.

Mr. Neizer: Mr. President, I have just spoken to Mr. Briggs relative to this communication as to Chicago, and the facts in the matter are as stated in the report. He informs me that Chicago is working along the lines and inspecting hay according to the Rules of the National Hay Association, but has not adopted those Rules as the official grading in the Chicago market; and I think, too, in making this report, that the shippers should understand the markets and know the markets that have adopted the National Hay Association grading as their official grading.

The report was unanimously adopted, after Mr. Bridge had made the following remarks:

The Chicago Board of Trade, before this organization came into existence, graded hay. As the grades were promulgated by this Association, the same grades were adopted and became part of the rules governing the Chicago Board of Trade. So that today the rules governing the inspection of hay used by the Chicago Board of Trade are practically the same as used by the National Hay Association now. While they have not adopted the report of this organization, yet the rules coincide; there is no difference in the rules. A car of No. 1 timothy hay that is inspected according to the grading of the National Hay Co. of Cleveland grades the same in the city of Chicago. So it is with the other grades.

The chair then introduced Prof. H. J. Webber of Cornell University who made an address on "The improvement of timothy and other forage crops by breeding." The address will be printed by Secretary Taylor and unlimited copies will be available for distribution to farmers and all others interested in good hay. Those interested should address Secretary J. Vining Taylor at Winchester, Ind.

#### THE RESOLUTIONS.

Among the resolutions were those thanking President Dean for his services, and the speakers on the program for their courtesy. As to Secretary Taylor the resolutions say:

Resolved, That this convention takes this method of discharging one of its obligations to Secretary-Treasurer J. Vining Taylor, and records its appreciation of the satisfactory manner in which he has met all the demands upon his position; also of his sincerity of motive at all times.

Resolved, That the thanks of the Association are due Mr. J. G. Nichols also who has rendered efficient service upon this occasion as Assistant Secretary.

#### ELECTION OF OFFICERS.

The order of the annual election being taken up, the following were elected to serve one year, except as otherwise voted:

President, P. E. Goodrich.

Vice-presidents, E. Wilkinson and Walter Passmore.

Directors (two years)—B. A. Dean of New York, M. C. Neizer of Indiana, C. T. Wade of Illinois, H. H. Driggs of Ohio, Albert Todd of Michigan.

President Goodrich was introduced and made a

short inaugural address. Brief remarks were made also by Directors Todd and Wade.

The convention then sang "America," and adjourned *sine die*.

### SOME OHIO WHEAT.

Ohio this year is credited with an average wheat yield for the state of 16.3 bushels, which is about 0.7 bu. less than the average of 1910. Accepting this as true, there must be some mighty low yields in the state; for here are two views of an Ohio wheat field owned by D. R. Risser of Vaughnsville, that cut about 40 bushels to the acre, the one pic-



SOME OHIO WHEAT.

ture showing the field just before cutting and the other as the harvester was entering the field.

It is true the field was one of the best in that part of Ohio—pure Fultz wheat which thrashed will be put aside by Mr. Risser to be sold for seed. Mr. Risser, as most of our readers will remember, is a farmer as well as dealer in grain, seeds, etc., at Vaughnsville, and in his dual capacity knows the value of good seed; and sets a good example to his



GOING INTO OHIO WHEAT.

neighborhood by using it on his own farms, getting his reward in larger and better yields than his less particular neighbors.

Shippers should always bear in mind that the safest way for them to conduct their business is to sell their grain when they have a reasonable profit in the transaction. If you had to make your money in the grain business by the advances in the market, sooner or later you would hit a declining market which would, most likely, result in severe financial loss. A country grain merchant should buy his grain from the farmers at a price that will insure him a profit immediately. More grain men go "broke" by holding cash grain in their elevators than in any other way. They may hit it for several years, but sooner or later the inevitable will happen.—Harry Kress.



GROUP PICTURE OF THE MEMBERS OF THE NATIONAL HAY ASSOCIATION, TAKEN IN FRONT OF THE INTERNATIONAL HOTEL, NIAGARA FALLS, ON JULY 26, 1911.



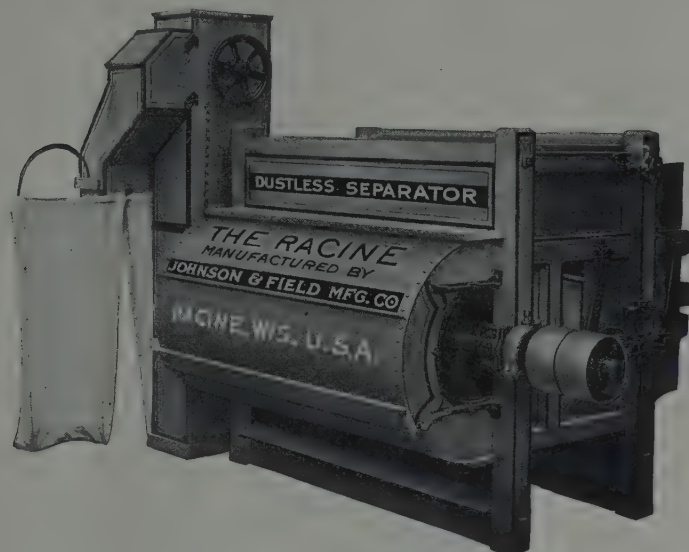
### A COMBINED MACHINE.

The dustless separator, "The Racine," shown in the accompanying pictures, is a combined machine that will appeal forcibly to elevator men as a general utility machine of exceptional usefulness, being a combination of grain grader, cleaner and seed separator that is also adapted for cleaning any kind of grain or seeds as well as rice, etc. Notable among the improvements on this machine are the succotash (oats from wheat) attachment, seed corn

pinion and shake irons being extra strong. The gearing is all placed on the inside of the casing out of the way. The bearing is formed by the hub of the large wheel running in a thimble, or box, of chilled iron and extending through the posts, giving it a steady and easy motion. The fan and wind boards are so arranged that the wind strikes the hurdle in such a manner as to blow all foul stuff and light grain over the hurdle. The side spout delivers the No. 1 grain at the side, and No. 2 grain at the front of the mill. The grader can be so ad-

approved patterns. The shoe is worked by eccentrics and heavy shake rods, connected with elbows by bolts on both sides of the mill, thus making a double protection, as either will run the mill. The bearings, boxes and the irons are fastened on with carriage bolts. Each mill is provided with six-inch tight and loose pulleys, but any required size may be had. These warehouse mills are extensively used in the United States by leading millers, elevator men, grain and seed dealers, and the export demand for them is a steadily increasing one.

The company also manufactures special warehouse mills with a capacity of 25,000 bushels per day, generally built on contract; and will gladly send full information, with prices, to all who make application therefor, explaining the service desired.



COMBINED GRAIN CLEANER AND SEED SEPARATOR, WITH BAGGING ATTACHMENT.

grading attachment, oat grading attachment, and bagging attachment.

The succotash attachment is one of no small importance, and the addition of this improvement has created a greatly increased demand for these mills. It is said to separate oats and barley from wheat at the rate of from thirty to sixty bushels per hour in the farm size mill, and in the larger sizes, which the makers term their warehouse and dustless fanning mills, several hundred bushels of these grains per hour can be separated.

The seed corn grading attachment is a device which fits in the mill and grades seed corn, taking out the butt and tip grains from the flat, even ones, thus putting seed corn into condition to enable a corn planter to drop a uniform number of grains each time, which tends so much to give a uniform stand of vigorous stalks in the field and produce many more bushels to the acre.

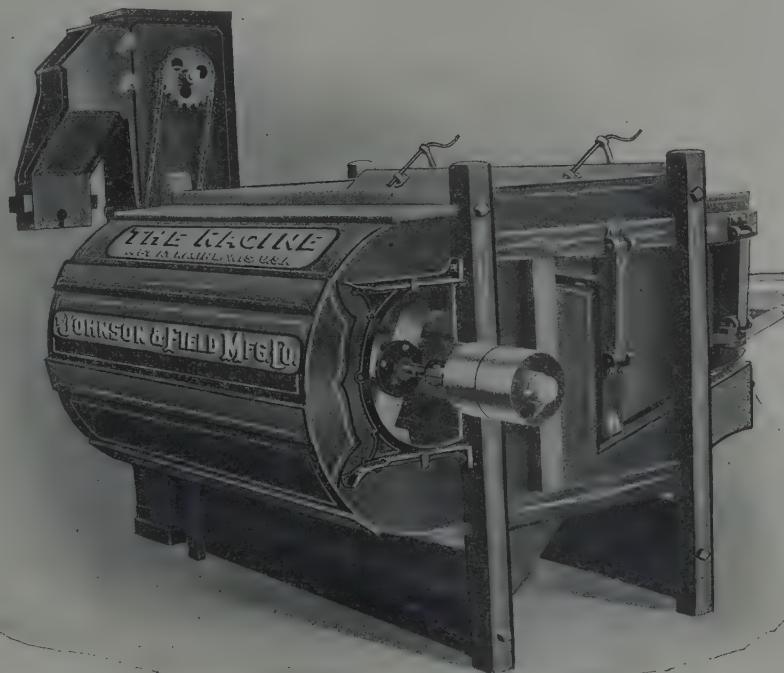
The bagging attachment holds two sacks at once, and does the work of two men by elevating the grain or seeds into the sack; there is no grain wasted, no bags to hold, and no grain to shovel. In this way the small elevator can clean and grade its own grain with the employment of extra hired help.

"The Racine" is not a new and untried line of separators. The builders, the Johnson & Field Manufacturing Company of Racine, Wis., have been engaged in the production of these machines for thirty-five years. First they made an exhaustive study of the needs of the farmer, and their fanning mills are recognized throughout the world as the standard of excellence, embodying as they do every desirable and improved feature known in fanning mill construction; and the efficiency, high-grade construction and adaptability of the fanning mill to a wide range of work have won for the line universal favor among grain and seed growers, flour mill and elevator operators also, which has extended beyond this country, as the export call for them is scarcely less large than the domestic demand.

In the construction of "The Racine" line the manufacturers have spared no effort to make it superior in every way. The very best materials are used, and to the smallest detail of the machine the utmost care and attention are given. It is strong, and of sufficient weight to keep its position while in use; it will not slide around in any direction like lighter mills when doing heavy work. The iron parts are of the most approved pattern, the wheel,

justed as to separate and deliver through the side spout a greater or less portion of the best grain. The wheat screens and grader are so arranged as to effectually take out cockle, chess or cheat from Nos. 1 and 2 wheat.

Each mill is furnished with one wheat hurdle with top sieve of zinc, one wheat screen and grader



COMBINED GRAIN CLEANER AND SEED SEPARATOR.

with side spout, one barley sieve and one oat or corn sieve. Other sieves and screens furnished at a nominal cost. To meet the varied requirements of users of these machines the smaller sizes are made in a variety of capacities ranging from six hundred bushels to six thousand bushels per day.

The warehouse mills are constructed on the same principles as the farm mills, only they are made much larger, heavier and stronger in every way, and can be run by power as well as by hand. They are made of selected and thoroughly seasoned (kiln dried) lumber, and all the irons are of the most

### A MOISTURE TEST HEARING.

At the request of the directory of the Illinois Grain Dealers' Association, the Illinois Railroad and Warehouse Commission on July 25 heard for the second time objections to the limitation of moisture permissible in No. 3 corn to 19.25 per cent. A former hearing at the request of the same petitioners had increased the permissible moisture from 19 to 19.25 per cent for the crop of 1910, and when this last hearing was announced, the officers and directors of the Grain Dealers' National Association took the matter up and obtained from various parts of the country interested in the results of the Illinois inspection and a change of the rule as to "3 corn," protests against any change of the rule and had the Association represented at the hearing by President Wayne, Sec'y Courcier and John M. Dennis of Baltimore, chairman of the uniform grade promulgation committee, who conducted the negative argument at the hearing at Chicago.

President Lee Metcalf of the Illinois Association presented the petition for a modification of the rule. His argument was brief but exceedingly well put. He opened by reading the resolution of the Illinois Association, adopted at the Bloomington meeting,

and reminded the Commission that the Association represents between 450 and 500 shippers in close touch with the farmers, and it is believed they ought to know what the farmers want. In making the petition for modification of the rule, Mr. Metcalf conceded on the start that the Illinois Inspection Department, as now constituted and conducted, is the best and most satisfactory in its results the state has ever had. It is conducted on just lines, and for that very reason the inspector should not be bound by iron-clad rules. The shippers are willing to rely on the inspectors' judgment of the qual-



ity of corn, and they should have some liberty in naming a grade—their judgment, in the opinion of the country, is more dependable than the findings of any mechanical process admitted to be imperfect and uncertain in its results.

The complaint of the shippers is, therefore, one not aimed at the inspectors but at the rule fixing absolutely the maximum of moisture permissible in "3 corn." The inspectors, they believe, should have more latitude than the rule permits to be exercised, so that corn whose other qualities entitle it to a higher grade than "4 corn" should not be forced into that grade simply because its moisture content is in excess of that allowed by the rule.

The Association by its officers therefore ask that Rule 5 be changed to read "approximately 19.25 per cent," which would enable inspectors to grade "3 corn" on their judgment of its quality without limitation as to a specific amount of moisture it may contain.

Henry Holmes of Logan County, a member of the Illinois Association committee, read an argument in favor of the petition to change the rule. The farmers and dealers, he said, are firmly of the belief that the present manner of inspecting winter-shelled corn according to the rule is unfair, a farce and a counterfeit—the easy way, but not the right way. He held that the experts hold that the moisture test does not indicate the carrying quality of corn, either in store or in transit. He dwelt on this assertion and on the general unfairness of the limitation of the rule; for, he held, "wet corn has all the value of sound corn."

Asked the question, "Does grading corn No. 4 decrease its intrinsic value?" he said: "Yes"; but he did not answer directly the question, "Does not excessive moisture decrease its value?"

Mr. Holmes said the grade should be determined by the judgment of the inspector who can tell better than a machine whether the corn he is handling will carry or not: "We are not afraid of the inspectors but of the tester."

Sec'y Strong did not speak to the question except to say it is one that deeply concerns the country shippers and one that is being widely discussed by both shippers and farmers. The application of the rule, however, he said, is turning much corn to other markets that naturally would be sent to Chicago, a market that is severe while other markets are less rigorous.

W. L. Shellabarger made the chief argument for the Illinois committee, consuming most of the time of the hearing. Mr. Shellabarger's points were that the rule is unfair to good 3 corn; that the operation of the rule is too severe; that the moisture tester is unreliable in its operation; and that the theory of excessive moisture in otherwise sound grain is fallacious in considering the carrying quality of corn, in store or in transit to domestic and foreign trade. He contended that no account should be taken of the moisture in corn as a determining factor of the grade so long as other qualities are such as to entitle it to a higher grade, on the theory that dirt in corn does more damage than moisture. He also ventured the assertion that the trade never heard this complaint of low grading of corn until the moisture tester came into the grading of corn as a factor.

J. E. Collins of the directory was also present, but made no address.

#### DEFENSE OF THE RULE.

The defense of the rule was conducted by Mr. Dennis on behalf of the National Association. He called the attention of the Commission to the fact that the rule attacked was one of the "Uniform Grade Rules" of the National Association, whose history he briefly summarized, those Rules representing the best thought of all the chief inspectors of the country, who were aided in the preparation of the Rules by the experts of the Government, while the Rules themselves were considered by two Uniform Grade Congresses and by two National Association conventions and adopted after the most exhaustive discussion by many experts of the trade as the Rules that would best meet the conditions of the trade in all parts of the country and for all purposes. To now change or set aside these Rules would be going back to the chaos of the past, since

at this time the Rules are in operation in nineteen markets under exchange inspection, in two state departments and used by several state pure food bureaus as the standards by which the quality of grain is determined when complaint is filed against grain by consumers.

In casual reply to Mr. Shellabarger that Baltimore does not use the Rules, Mr. Dennis said the Rules are applied whenever it is requested that grain be graded by them. To the anticipation of Mr. Shellabarger that the defense of the rule would be made by the exporters of corn rather than by handlers in domestic trade, Mr. Dennis said the exporter does not make the price nor is he more interested in the quality of the corn than the domestic handlers to the trade of New England, New York and the Southeast, who do know from experience that 19% corn is not a safe proposition for transportation.

#### CAUSE OF THE DISCOUNTS.

The afternoon session was opened by J. C. F. Merrill, president of the Board of Trade, who said the question before the Commission involved something more than the effect of the moisture limit on the country shipper and the farmer. The Commission must take into consideration the influence of moisture on the storage and shipping interests who handle this corn after it leaves the hands of the country dealer. The interests represented directly by the Board of Trade are concerned for the country dealers who are of signal importance to the Board of Trade; but the storing of this grain involves so much capital and so much risk that the question cannot be understood without taking the disposition of the grain after it arrives at the storing and distributing centers into consideration.

The real cause of the complaint here made is that country dealers in July and August make sales of 3 corn to arrive in December—such sales of the growing crop have already been made this year. Such dealers assume the risk of the corn they contract losing grade. Much of it does grade lower than 3 corn, so that there is a glut of low grades and a scarcity of the high; and so the matter reduces itself to a question of supply and demand of the contract grade or the grades dealers contract to ship. He pointed to the record of receipts in Chicago to show that the condition complained of is one of the country dealers' own creation—selling for future delivery grain of whose quality they knew nothing and in many instances could know nothing because the grain had not been grown when it was sold by them.

The difficulty presented is a growing one. Year by year the tendency to early marketing of corn is increasing while the quality depreciates. Years ago there was plenty of old corn to carry the demand over until spring when the previous year's crop could be brought forward from the cribs on the farms or at the country elevators. Little new corn was offered fifteen years ago in the danger months; but now, although the production of corn is a thousand millions of bushels greater than it was fifteen years ago, and the price advanced from 19c to three times that figure, the consumption has overtaken supply and in December there is a persistent demand for new corn because the old corn has by that time been exhausted.

The new corn then comes into Chicago early for storage because it can't all be consumed at once; and the experience of the elevator man has demonstrated that even with the most careful use of the tester and the exercise of great care in handling the corn in store, more or less of the 3 corn gets into trouble before spring. If, therefore, the grade rules that tend to protect the storage interests are broken down and ignored, the storage interests will simply be forced to protect themselves. The instances cited of liberality of the gradings at the Seaboard cannot be cited to justify a letting down of the rule in the West, because if the high-moisture corn gets through to the Seaboard in good order, it immediately enters into consumption and the protection demanded by the interior storage interests is not so necessary in the East.

But at the last analysis, water is water and  $\frac{1}{2}$  of 1 per cent means a pint to the bushel, and be-

fore the grain can be stored or consumed that pint and more must be removed from the grain and that means the removal of dollars and cents of nominal value. The discount for wet grain as compared with dry grain will therefore be adjusted by the trade independently of any grading rules and it will depend absolutely on the demand for the wet grain—the price of the grain is fixed not by the gradings but by what the handler or the buyer will pay for it, water and all. If this rule is changed to admit more moisture to the 3 grade, the price will be adjusted by the purchaser just as it is fixed now—by the intrinsic value of the grain for the consumer's purpose, and he will not pay for water unless he has to do so—no one can legislate quality or value into grain; he can only record the state of the market for what is offered on it.

Dr. J. W. T. Duvel was present and defended the moisture tester in theory and in practice, repeating much of the data that has already appeared in these columns in the June and July numbers.

#### IMPORTANCE OF THE EXPORT TRADE.

Dr. Duvel did not take the same view of the export trade that Mr. Shellabarger did. It is true the proportion of corn produced that is exported is small, but it amounts to a tenth of all the corn that enters into the commerce of the Nation; so that to the grain trade it is in fact a very material factor. It is this surplus (exported corn) that determines the price and the higher the price of export corn the higher the price of all of it. The Agricultural Department has therefore studied the effect of moisture on the quality and therefore the value of export corn and has found that the high-moisture corn does not deliver abroad. Corn with 18.7% of moisture loaded at a temperature of 55.4° F. reached Europe at a temperature of 103.7° (some at 140°) badly discolored. This corn had reached the export elevator cool and sweet, but went wrong in transit abroad. Some corn that was mixed with dry corn carried with no loss of weight. Applying the germinating test to this same corn here and abroad, as a test of its condition, only 50.9% germinated in this country but only 28% germinated after unloading in Europe; while commercially dry corn lost practically none of its germinating quality.

Dr. Duvel referred to the acidity test of corn, treated exclusively by this paper in the June number (pp. 658 and 659), and expressed his belief that this test would be more and more applied to corn in the future, according to Commissioner Watson's method in use in South Carolina; and high moisture corn is peculiarly susceptible to the deterioration determined by this test.

Henry J. Patten, a practical elevator man, declared that the discounts for high-moisture corn will be made according to the state of the market in spite of any grading put on the corn. Chicago, being the greatest corn market of the world, has to carry corn here until it is called for; and the No. 3 corn now can be held in store only by most careful watching; even the No. 2 corn needs it to carry through the germinating season; and corn that will not carry will not bring a price—buyers insist on definite facts.

The quality of Illinois corn, he said, is not as high as that grown west of the Mississippi River, and everything should be done by the trade to raise the quality. The country dealers do not buy their corn right. The farmers must be taught that they will be paid only what their corn is worth and no more.

E. H. Culver, inspector at Toledo, gave a brief history of the process by which the moisture allowances for the several grades of corn were arrived at—not arbitrarily but by thousands of tests of the moisture content of samples of corn graded by hand (judgment) in all the markets of this country; and the average of all those thousands of tests of No. 3 corn was 18%. It is not realized that 19.25% of moisture means practically one-fifth of such corn is nothing but water; and in the germinating season, 19% corn will not keep sweet.

In rebuttal, H. H. Newell protested against the existing rule for practically the same reasons advanced by Mr. Shellabarger. He also declared his belief that when Mr. Merrill declared that the Board



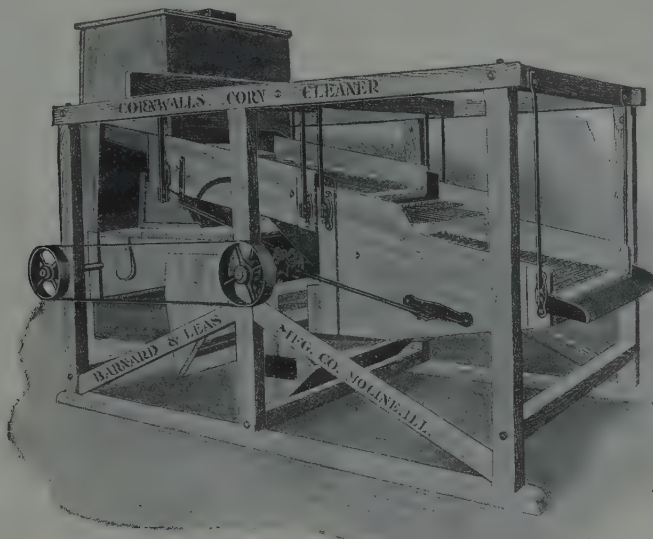
of Trade protested against a change of the rule, Mr. Merrill did not represent the Board or the majority of receivers on 'change. His chief contention was that the rule in operation is driving business away from Chicago to other markets.

After some further miscellaneous debate, Mr. Metcalf thanked the Commission for its consideration of the complaint, assuring the Commission that at least 98% of the members of the Illinois Association favor the change of the rule suggested by him in his opening remarks and that if such change should be made the country shippers would feel safe in leaving their grain in the hands of the Chicago inspectors.

And the hearing stood adjourned.

### CORNWALL CORN CLEANER.

The importance of a good cleaner is best appreciated by those who condition their corn to carry safely, whether in store or in transit. The Cornwall Cleaner is known to most of such men, wherever corn is grown; by many elevator men it is owned and relied on absolutely. It does not need, therefore, any introduction to the trade; but at this season, when careful men should be looking to the physical upkeep of their houses, it is worth while



CORNWALL CORN CLEANER.

reminding the trade that while the Cornwall Corn Cleaner has had many imitators, the latter machines lack the one essential feature that has given it its great popularity, to wit, its patent finger sieve, a special construction that will not clog and will remove the small cob ends and pieces of cob always so difficult to get rid of.

The shaker is made in two parts, as shown in the cut, and is operated by separate pairs of eccentrics working opposite each other. These parts are constructed in such a way that the corn, shucks and cobs in passing from one to the other must pass over a row of steel rods of different lengths and then drop several inches. This serves to shake up the mass of shucks, cobs, etc., and allow the corn to fall through upon the tail sieve and give it a chance to make a better separation. The use of these rods and the extra drop is a valuable feature where there are many shucks mixed with the corn, since it prevents the corn from tailing over with the shucks, and thus increases the capacity of the machine.

Before reaching the sieves the corn and cobs pass through an air separation which removes the chaff, silks, husks and very light pieces of cobs. The heavier part of the product then passes onto the sieves, where the cobs, cob ends and husks are removed. The corn then passes into the large air trunk, which removes the shrunken grains and light, broken pieces of corn, leaving the corn clean. The screenings drawn out by the last air separation are caught in the screen box and can be ground into feed.

The machine is essentially a corn cleaner, but is also adapted for first cleaning of other kinds of grain such as wheat, oats, etc., by changing the sieves, or is built to operate on small grain without

removing the corn sieves, and is a very good receiving separator. A cockle or sand sieve also may be added when so ordered.

Further information, with sizes, capacities, and prices, will be supplied on request by the manufacturer, the Barnard & Leas Mfg. Co., Moline, Ill.

### GRAIN INSPECTION MATTERS.

The differences between the state grain inspector of Kansas and the Kansas City elevator men and the Kansas shippers were brought to a focus on July 13, when the Supreme Court of the state issued an order that Kansas railroads and elevators handling Kansas grain should obey the Kansas law regarding the weighing and inspection of grain until the validity of the law governing the matter shall have been decided. The order means that the legal fees shall be paid by the railroads and elevators. The order was in the form of an injunction, restraining all of the elevator companies from receiving, unloading or selling any grain in the elevators owned or operated by them until the grain had been inspected and weighed by the Kansas state grain inspection department. They are enjoined from shipping from any of their elevators or public warehouses any grain until it has been in-

receipt of any complaint that may be made in regard to the grain furnished. If a disagreement arises in regard to matching a sample, it is referred to a third party," etc. He also stated that prior to March, 1911, when the charges for inspection were increased from 40 cents a carload to 1 cent per thousand pounds, no objection was made to inspection by the department, although the elevator men had no reason to ask that the inspections be made.

D. V. Beagle, superintendent of the Memphis Elevator, testified that the same conditions and methods had been the custom with his patrons that Mr. Peterson had said were used at the Maple Leaf Elevator.

The books of the various elevators were introduced in evidence for the purpose of showing that the elevators are private not public warehouses.

The elevator men further say that the grain inspection department has never cut a material figure in the handling of grain, but had been accepted passively until the charges became too heavy. They claimed that it was created to increase the number of political positions subject to the Governor's appointment and that the rates of inspection were increased last winter in an attempt to make the department self supporting. When the railroads and elevator men declared a boycott upon the department, Governor Stubbs instructed Mr. Dawson, attorney-general, to bring mandamus proceedings.

#### NEW MINNESOTA APPEAL BOARDS.

Gov. Eberhart of Minnesota on July 15 appointed as members of the Minneapolis Board of Grain Appeals O. P. B. Jacobson of Fergus Falls; and of the Duluth Board E. R. Rehnke of Kenyon. Mr. Jacobson succeeds W. F. Kelso of Hallock, while Mr. Rehnke succeeds H. M. Gray of Marshall. Mr. Jacobson was born in Norway and was a sailor until he settled at Fergus Falls in 1884. He has been a merchant wheat buyer for several years. Two years ago he purchased the Fergus Falls Ugeblad (newspaper). Mr. Rehnke has resided in the state thirty-eight years and has been connected with the Kenyon Farmers' Elevator since its organization, twenty years ago.

#### AT SUPERIOR.

At Superior the Wisconsin Grain and Warehouse Commission has been inspecting only coarse grains, under an agreement with the Duluth elevator men and the Minnesota Commission, thereby the latter inspects all the wheat and flax arriving at head of the lakes, except where shipper asks for Wisconsin inspection. Under normal conditions, therefore, the Wisconsin inspection force has not been kept very busy; but now that the Commission's finances are controlled by Madison rather than the Commission at Superior, there is talk of creating more business.

In accordance with the new law of Wisconsin all employes of the department are appointed and have their tenure of office controlled by civil service rules.

#### AN INSPECTION SUGGESTION.

By way of comment on a remark made by Frank I. King of Toledo, that "Big Chief Culver reigns but is not supreme. . . . Inspection Committee is Supreme Court over them" [Culver and his inspectors], L. W. Dewey, general manager of the Dewey Bros. Co., merchant millers, etc., at Blanchester, O., says:

I do not believe that the buyers, the receivers, in any market should be able to reverse the inspectors. I consider such a practice vicious in the extreme.

I do believe we should have National inspection, rather than Federal inspection. National inspection under the joint control of the three associations, viz.: Grain Dealers' National, National Hay and Millers' National Federation.

Such National inspection would be free from politics. Such inspection should be impartial, as shippers, receivers and millers are members of one or more of these three associations. They would all be represented in that way.

National grades for both grain and hay have been pretty generally adopted. The inspection, the applications of the rules to individual shipments, is vastly more important than the rules, or grades, themselves. The inspection fixes the value.

With National inspection we can expect some degree of uniformity. The National Hay Association is now "blazing the way."

spected and weighed by the officers of the grain inspection department and until after such inspection they are enjoined from permitting any inspection or weighing by any persons other than the officers and employes of the department for the purpose of making a certificate of the weight of the grain. All grain must be inspected by the department.

On July 18 the order was modified to provide that the fees might be paid to the clerk of the court instead of to the chief inspector, the railroads and elevator companies being permitted to make payments to the clerk over a month. By this arrangement the fees will be held in escrow until the determination of the suit to set aside the law instead of being used by the inspector to run his office. To this arrangement Inspector Gordon naturally objects, as it leaves his office without funds to pay its employes, there being no state fund to supply the deficit. Accordingly on July 28 he warned the elevator men of Kansas City that unless the fees are paid over to the inspection department instead of to the clerk of the Supreme Court at Topeka, the grain business of Kansas City will be tied up so far as receipts from Kansas are concerned.

The hearing on the merits of the case was begun before F. H. Foster, special master, on July 24. The nature of the objections to the law appears from the testimony of C. F. Peterson, manager of the Maple Leaf Elevator of Kansas City, Kan., who among other things, said:

"Consignments are bought and sold by sample, not by grade established by the inspection department. Various consignments are kept separate, unless ordered mixed, and sales are made either by specified lot number or by sample. These samples are kept for a week, until time has elapsed for the



*Apropos* of which the "American Miller" says: "Mr. Dewey's proposal is rather indefinite; but as we understand it, its purport is this, that there shall be appointed by the associations named a committee on inspection whose decision shall be final in all cases of appeal from the inspectors in the various markets and from the grain committees who constitute the local tribunals of appeals, except where state laws provide other bodies whose opinions shall be final. Such a supreme court, dissociated from all market influences, might be provided by buyers and shippers of grain, but it would necessarily be limited in its jurisdiction, because in the great markets of Minnesota, Illinois, Missouri and Kansas the appeal boards are specifically created by statute, and unless a contract made or calling for delivery outside of those states specially provided another way of settling a difference, the proposed court would be without jurisdiction."

"The Uniform Grade Rules of the Grain Dealers' National are now in use in nineteen markets, including the states named above (with only slight modifications); but while the inspection in most markets is thought to be improving in character and in uniformity, there are still variances, and probably there always will be. The main objection, however, to a 'supreme court' such as Mr. Dewey suggests is that its action would in most cases be necessarily delayed so much as to practically negate its possible advantages. It could perhaps establish standards, but beyond that it has not generally been considered practicable. And this is the premier objection to Federal inspection also."

#### OKLAHOMA INSPECTION.

The Oklahoma State Grain Commission at the July meeting adopted the rules and regulations for the inspection of grains previously drawn up by the Oklahoma Grain Dealers' Association. More liberal rules were ordered for wheat, thus putting the provisions governing the tests of that grain in harmony with those of surrounding states. New rules also were adopted concerning kaffir corn and milo maize.

The fee was recently lowered from \$1 to 50 cents per car, and the board has limited Inspector H. Stauffacher's expenses to \$100 per month. Members of the Commission as designated by an old territorial statute, are Secretary of State Harrison, chairman; State Auditor Meyer and Attorney General West.

#### WHAT THE GOVERNMENT IS DOING.

A Kansas City newspaper recently quoted R. C. Miller of the Kansas City laboratory for grain standardization as saying:

"Uniform wheat inspection for the whole country is a thing that should and probably will come some time. At the present time a Wichita grain dealer may receive a car of wheat that grades No. 2 on this market. If that car of wheat is shipped to some other market it very likely will be graded differently, as every market has its own inspection system. With Federal inspection, a car of wheat graded No. 2 in Wichita would sell at that grade on any market in the country."

"The dockage system is another important matter. Grain men and millers of Kansas have told me that single cars of wheat contained as high as 500 lbs. of weed seed and other foreign substance. Without some dockage system the miller pays \$1.50 per 100 lbs. for this stuff, which cannot possibly be worth more than \$8 a ton."

"I am making experimental tests of this nature for the Government. I am visiting all the grain centers of the wheat states to gather samples and all possible information on the subject. One thing which the Government desires to know is whether the farmer or the threshing machine is to blame for the presence of weed seed in wheat. Also we desire to find out what sort of seeds are found in wheat."

#### NO CHANGES OF GRADES.

At the meeting of the Minnesota Railroad and Warehouse Commission on August 9 and the State Board of Appeals with Minnesota grain dealers and elevator men in Minneapolis there was so little demand for a change in the rules governing the grading of grain that it is expected the rules for 1911 crop will be practically the same as the regulations in effect for 1910 crop.

C. F. Staples said there was some discussion relative to the method of examining flax, which is now tested according to its condition and the weight

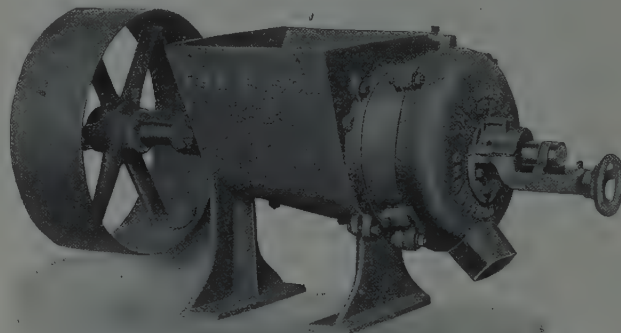
of the seed; whereas the contention of some of the growers is that flax grown in certain localities does not contain as much oil as the average Northern grown flax; and it was argued the test should be based on the amount of oil in the seed. The Commission and Board of Appeals left the matter open, and investigation of the feasibility of this method of examination will be made when the flax crop is ready to be marketed.

#### RECIPROCITY WINS.

The reciprocity agreement with Canada on July 22 passed the Senate just as it came to Congress from the White House. The vote stood 55 to 27 noes, 24 Republicans and 3 Democrats voting no. The bill was signed on the following Wednesday. In Canada the sitting Parliament being so constituted that no vote on the agreement could be expected, that body was prorogued and a new Parliament will be elected on September 12 on this issue; so that the fate of the agreement is still uncertain, although Canadian authorities worth consideration believe the Dominion voters will elect a Parliament in favor of the agreement.

#### BISON HORIZONTAL CRUSHER.

A machine that is part of the equipment of the modern equipped grain elevator is shown in our illustration. It is the Bison Horizontal Corn and



THE BISON HORIZONTAL CORN AND COB CRUSHER.

Cob Crusher and is a part of the line of The Wolf Co. of Chambersburg, Pa.

The machine is essentially different from the majority of horizontal crushers. It can be set up in fifteen minutes and will crush corn on the cob to a degree of fineness that it may be ground on a feed mill at the rate of fifty bushels an hour with only three horsepower. When adjusted for cracking corn, it will make less than 2 per cent of meal.

The crusher can also be used for crushing lime, plaster, soda, oyster shells, charcoal, oil cake and other substances of similar character.

#### WHEAT IN GREECE.

Greece is not a large producer of wheat, and imports a couple of hundred thousand tons to make up the shortage—229,627 tons in 1910; 194,566 tons in 1909. Thessaly is the granary of the Kingdom, although the Peloponnesus raises considerable grain. The duty is \$12.12 per ton, making the average price in 1910 about \$1.35 per bushel. Russia (mainly), Bulgaria and, to a less extent, the United States supply the imported supplies.

Atchison, Kan., is said to be handling considerable Northern corn to Mexico, where the duty has been temporarily removed.

We take our hats off to Chicago as the biggest grain market in the world, say J. F. Zahm & Co., Toledo. "During the month of July Chicago received 11,461 cars of wheat, 3,900 of corn and 4,100 of oats, or a total of almost 20,000 cars. That's some grain and illustrates the importance of the present mode of future trading, merchandising, etc. If all this grain had been dumped on to the consumer or foreigner, where would the price have gone? Much of it is still in store at Chicago."

#### COST OF HANDLING GRAIN.

BY W. E. CLARK.\*

The cost of running an ordinary grain business in the average country town is a matter that is not thoroughly comprehended by a large per cent of elevator owners. The reason for this is that too many of them consider that scientific bookkeeping and systematic accounting are simply "red tape" and, therefore, entirely unnecessary. They depend almost entirely on scale-book, check-book, and pass-book, and judge their profits at the end of the year, after the clean-up has been made, by the size of their bank balance, or their losses by the absence of any balance at all.

I have thought that a good way to determine the cost would be to take an accurate showing of the actual cost for a term of years; and I have, therefore, gone back over my books for ten years, at my home station, and figured the cost of running the elevator and the number of bushels of grain handled during that time. This cost does not include one cent to myself for services rendered to the business. As my time has been partially used by other interests, I have not figured anything against this business, but the expense includes wages for one man all the time, a second man during part of the season, insurance, gasoline, exchange, repairs, interest, telegraph and telephone charges, stationery, postage, and all items that were properly chargeable to the business. I find that this expense totals

\$10,165.03, and that I have handled 834,501 bushels of grain.

The shortage was actually figured on four years' work only, on account of lack of time, and the percentage of shortage was a little more than three-fifths of one per cent, or, to be exact, .65 per cent on the entire amount of grain handled. This shortage figured 4,452 bushels, while the average price during that time, was 73 cents, making the cost in dollars for the shortage, \$3,249.96. Charging this same shortage to all the oats, corn, kaffir corn, and cane handled, makes the shortage on that 804 bu., at the average price of 48 cents, \$385.92.

Then in going back over the grades I found thirty-eight out of three hundred eighty-eight cars counted made the average mis-grade 9.8 per cent. Out of these same mis-grades sixteen cars fell from No. 2 to No. 3; six cars from No. 2 to No. 4; seven cars from No. 3 to No. 4; three cars from No. 3 to rejected; five cars from No. 4 to rejected; one car from No. 3 to no grade; one car from No. 2 to no grade; one car from No. 4 to no grade; two cars went out which were raised from No. 4 to No. 3 and one car graded No. 2, No. 3, and No. 4 by the same inspector here in Wichita.

I found, in figuring the average dockage on this business, that it would amount to 2.74c or practically 2¾c per bushel, averaging the poor and the good. This would make the dockage amount to \$1,812.26.

To all this I added 8 per cent interest on the value of the property during that time, which average valuation amounts to \$3,473. The interest charge is very light because nearly all of these figures are given on the work through the old

\*A paper read by the author, W. E. Clark, Sawyer, Kan., at a meeting of trans-Missouri River grain men, held at Wichita, Kan., on June 6 and 7. Reprinted from Southwestern Grain and Flour Journal.



elevator before rebuilding. This interest would amount for ten years to \$2,778.40. We now have a total of \$18,391.58. The property is properly chargeable with, at least, a 7 per cent renewal fund; and in my judgment it should be more, as the life of the average country elevator would be under fifteen years; but figuring at 7 per cent, it amounts to \$2,431.30 for the ten years. This makes a grand total of \$20,822.68 or practically 2½ cents per bushel—so close that it figures between 2.49 and 2.50 cents. This does not take into consideration a single cent to me for my services in the business; and I would dislike to put in ten years more doing the same thing without charging for it.

If we are to confine ourselves to the favorite, conventional and customary 3-cent margin, my salary would be \$421.23 annually, or \$35.10 per month.

I believe the elevator man should, without any hesitancy, tell his customers that a 3-cent margin is necessary, and that if they will take the time and trouble to make a thorough investigation, or an all around experiment, they will find this is true.

You will all probably agree with me that the country is shipping in a great many more threshing machines than it needs; that your farmer friends all want their threshing done at the same time; all want to sell at the same time; and consequently, the cost of threshing must be raised; and if it is necessary to have enough elevators to handle the year's business in two or three months, the cost of handling the wheat must necessarily be raised.

It would be worth millions to Kansas if the farmers would discourage the buying of any more threshing machines or the building of any more elevators, except in undeveloped territory, because the more there are the more money it will take to support them. The idea is that we are putting too much money into facilities to handle what we get, but if we are bound to have the facilities we will have to pay the bill. That the Kansas farmer is rich and can pay for this extravagance is not questioned. The thousands of farms, improved with modern homes and surrounded with many luxuries, proclaim with telling effect, his prosperity.

Too many of us have been wearing our Sunday clothes since prosperity dawned—have been speculating on each other, forgetting the great principles and laws of true economy and forgetting that the broad acres of Kansas can be subdued only by hard work, directed by an intelligent mind. The progress of time, the passing of the days, will eventually bring everything to its true value; therefore, must we all respect the investments in farm lands and our farmer friends must respect the investments in our elevators and allow us sufficient margin to do business. It is a mistaken notion to figure that the more elevators the more competition and that better prices will be paid. To build where there are sufficient facilities is a waste, and the bill must eventually be paid by the community. A high expense account will have to be maintained and enough margin will have to be earned to pay the bill.

So we should cut out all waste and extravagance, eliminate useless facilities, and see if the margins cannot be reduced. Under improved conditions and a larger volume of business, a smaller margin might do; but governed by the conditions of the present time, my idea is that the cost of handling is very close to three cents per bushel, and the way of determining it is to add together expense, shortage, dockage, interest on investment and renewal costs [as well as reasonable salaries for services performed.—Ed.]

Always load more than the minimum. Be careful on the Wabash. All roads charge on a minimum weight of sixty thousand pounds excepting the Wabash. Wabash insists cars must be loaded to within four thousand pounds of the marked capacity. Order the capacity desired, and if Wabash furnishes larger car than needed, have agent note on bill of lading and also on weight bill the capacity ordered. Better interview your local agent for the full details. Take only good cars.—C. A. King & Co.

## AMERICAN CERTIFICATES ABROAD.

The order of the Liverpool Corn Trade Association rejecting Philadelphia certificates of inspection for corn exported to Europe has been followed by the adoption of a resolution, to which representatives of the leading grain importing organizations of Europe are signatory, calling for a modification of the certificate final form of contract, so that the condition of shipments as to their humidity after actual delivery abroad may hereafter be made the basis of settlement, instead of the condition at time of exportation.

This is of course a revival of old complaints, dating back as far as January, 1907, when the grain trade of Europe sent fourteen delegates to a London conference to endeavor to break down the certificate final system. This effort was a failure; and, says Con-Gen. Skinner, "European buyers have been [since] much annoyed by the alleged bad deliveries of corn, not only from Philadelphia but from other ports."

Con-Gen. Skinner quotes Otto Friedeberg, president of the Hamburg Grain Association, who thinks the only effective weapon the Europeans have is the action of the Liverpool Association, which will tie up the trade of the ports whose certificates are refused and means a "cessation of export trade in an article of great bulk" and affects steamship lines, railroad lines, elevators, and the inspectors who issue those certificates. In London a reason has been assigned never before heard in Germany for these bad deliveries of corn in Europe, which date from comparatively recent years, adds Mr. Friedeberg. "It was stated there, apparently by competent persons, that the American farmers no longer use the same sort of seed corn as in previous years, and now find higher profit in varieties which are less durable."

Con-Gen. Skinner, concludes his report by saying further:

Mr. Friedeberg also comments unfavorably upon the issuance of two kinds of certificates in the United States which cover, seemingly, the same grade of corn—one, the more reliable, for American inland trade, and the other, less so, for American export trade. He calls attention to the fact that Germany, since 1905, has protected itself to some extent against these American difficulties by changing the sources of its corn importations, as appears from the following table:

From—	1905.	1906.	1907.	1908.	1909.
United States.....	\$12,600,000	\$14,200,000	\$ 9,200,000	\$ 3,000,000	\$ 2,800,000
Russia .....	700,000	1,100,000	7,300,000	4,000,000	3,800,000
Argentina .....	8,500,000	8,500,000	6,400,000	6,600,000	8,000,000
Roumania .....	200,000	1,600,000	6,600,000	3,500,000	3,000,000
Servia .....	.....	200,000	1,400,000	700,000	900,000
Total .....	\$22,000,000	\$25,600,000	\$30,900,000	\$17,800,000	\$18,500,000

At the London conference, in June, the chairman referred to a letter from the United States which ran in this manner: "We do not need Europe, as it does not even take 5 per cent of our corn crop." "This 5 per cent," comments Mr. Friedeberg, "sounds very little, but in reality it is immense—it is more than one-third of the total European consumption of corn; and if this 5 per cent does not go to European consumers, the Americans will not know what to do with it."

The conference considered various remedies, among them that of placing its own inspectors in American ports, a provision laid aside on the ground of its expense. It was resolved, however, to recommend to the trade an amendment to contracts Nos. 14, 15, and 16, so that American certificates should be final as to quality, but if the grain contained an excess of moisture upon final delivery this should afford a basis for claims. The amended contract, if generally adopted, would revolutionize corn-selling methods of many years' standing. The text of the highly important resolutions is as follows:

"That this committee recommends to the various associations whom they represent that they should request the London Corn Trade Association to amend their present contracts Nos. 14, 15, and 16, by the insertion of clauses for excess of moisture as regards maize. Such clauses to read as follows: 'Certificate final as to quality except as to excess of moisture.' No. 2 sail-grade maize at discharge shall not contain over 15 per cent of moisture. No 3 or steamer grade at discharge shall not contain over 17 per cent of moisture. For purposes of sampling one sample shall be taken out of every 100 quarters and jointly sealed in air-tight tins or glass vessels

and sent to the London Corn Trade Association, whose certificate as to moisture contents shall be final. Any moisture over the above limits to be refunded by sellers on a scale to be fixed later.

"This committee strongly approves of exclusion of Philadelphia as a shipping port and hopes that the same steps will be taken as regards any other port offending in a similar way."

It seems that the importers of American corn in Europe are by no means convinced of their ability to stand together to the point of forcing through their amended contract. But they have demonstrated their power, apparently, to influence the trade of particular American ports, and their complaints in regard to the alleged looseness with which certificates are issued in the United States and the entire absence of a genuinely national system of inspection, are entitled to the most careful immediate consideration.

## AN ENGLISH VIEW.

The Reciprocity Bill has at length passed the American Senate and is thus an accomplished fact as far as the United States are concerned. It now remains to be seen if it will be accepted in Canada, and seeing the growing power of western agriculturists, we think it will eventually be passed by the Canadian Parliament, but there are powerful manufacturing interests opposed to the measure and these may be strong enough to cause considerable delay. When the measure is finally passed it may do much to modify trade conditions in the American northwest, but we need not expect any great or immediate change. Winnipeg prices have been kept very firm for a long time in the face of glowing crop reports, and it may well be that expectations of a broader market have helped to keep prices up: July Wheat at Minneapolis yesterday was actually quoted lower than Winnipeg July, and the new crop month at Winnipeg was only 3c below Minneapolis. These prices do not give one the idea that wheat is likely to go southward in big quantities, but there might soon be a different tale if the U. S. crop should prove to be short and the Canadian unusually large; anyway, when Canadian wheat can enter the United States free of duty, millers there will certainly have larger and better sources of supply for their raw material, and their position as exporters is bound to be improved. It is stated that the Dominion Government intends to push forward the Reciprocity Bill with all despatch and should the opposition unduly obstruct this measure, there may

be an early appeal to the country.—Liverpool Corn Trade News, July 25.

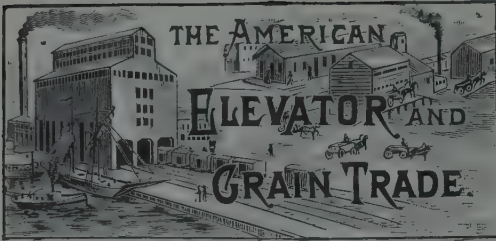
## FREE STORAGE IN SPAIN.

The Spanish Minister of Finance is contemplating the establishment in Spain of free depots for cereals. The project has caused a certain amount of alarm among the Castilian grain growers in whose name the president of the Diputación Provincial of Valladolid has addressed a telegram to Mr. Canalejas, urging that protective measures be taken. On the other hand, the government has received several petitions from Barcelona and the eastern provinces requesting that no further duties be levied on foreign wheat. A commission from Santander has also visited the Prime Minister, asking to have free depots established.

Des Moines grain men profess to be quite indignant about the advance in commission rates at Chicago on speculative business.

The first straight carload of bluestem wheat of the season to reach Pacific tidewater went into Seattle over the Chicago, Milwaukee & Puget Sound Railroad on July 25, consigned to the Fisher Flouring Mills Company. The wheat was shipped from Marcellus, on the Wonder branch and was choice milling wheat.





Published on the Fifteenth of Each Month

BY

## MITCHELL BROS. & CO.

### OFFICE:

Manhattan Building, 431 South Dearborn Street  
CHICAGO, ILL.

HARLEY B. MITCHELL.....Editor  
A. J. MITCHELL.....Business Manager

Subscription Price, - - - - \$1.00 per Year  
English and Foreign Subscription, - 1.75 " "

### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, AUGUST 15, 1911.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

### PAYING THE BILL.

The peroration, so to say, of the address of W. E. Clark at Wichita on the "Cost of Handling Grain" contains a thought that is seldom urged upon the attention of either grain men or farmers, to-wit, that all the facilities for handling grain quickly after harvest, as farmers now ask that their crops shall be handled, must be paid for by some one. In the old days small grain was put in the stack and thrashed when the crew got around to each farm in its order; now wheat must all be thrashed simultaneously, from the shock, necessitating a heavy investment in separators, which is dead capital for nine or ten months in the year. In like manner the country elevator men must be prepared for a rush of wheat from the thrashers and their facilities must be ample to meet the maximum demand; all of which means a greater investment to meet a temporary emergency and to accommodate the farmer, with much dead capital for the remainder of the year.

Now all this represents a certain extravagance—waste, as Mr. Clark points out. It goes to explain why the cost of handling grain from the farm is increasing, just as the existence of the thousand and one betterments of public service in every direction mean a higher cost (as well as a higher standard) of living; for these things must all be paid for by some one, in higher taxes, in higher prices, and in greater handling charges of one kind and another.

If, therefore, the farmers demand the maximum of expensive service and to be always inconvenienced when they ask for the movement of their grain, they must expect to pay therefor in proportion to the actual expense in-

volved, just as other thinking people now expect to pay for the conveniences they enjoy.

### THE HAY MEN.

For a real downright good convention, with lots of sound work and good talk, commend us to the hay men. In order to publish some other things, the editor here has been compelled to cut out much of the good stuff that was said incidental to the points directly in hand; but the digested report herewith is still a pretty faithful record of the fine convention at Niagara Falls in July last.

Even Mr. Wilkinson's address on the grading of hay had to be cut, as is indicated; but in doing so one has still left a plea for commercial honesty and fairness that should put to the blush those men who are forever smoothing over trade iniquities whose condemnation in fit terms is the honest tradesman's duty (rarely exercised, however) as it should be his privilege. Those who know best the character of some of the hay and grain that has been going into the Southwest, flying false colors, not to say the black flag, will appreciate the righteous wrath that appears between the lines of Mr. Wilkinson's speech; and to these at least will come the hope that this scathing indictment of equivocal methods and his presentation of so simple a remedy, will bring about a reform that certainly is called for by the conditions.

### FARM EFFICIENCY.

Efficiency is the slogan, industrially speaking, of the time—the elimination of wasted effort, the achievement of the greatest production at the minimum of cost in labor. In industry, so called, the demand for efficiency, born of the enormous expansion of the manufacturing system, has created the science of industrial engineering; in agriculture the same demand, finding its origin very largely in rural discontent, has made the scientific farmers, the men of the experiment stations, who hold the same relation to agriculture that the industrial engineers hold to manufacturing organization. To all who understand the purpose of both types of efficiency, the new engineering and the new science are welcome because they mean more things, more food—plenty, with higher wages and lower prices.

Mr. Gompers, blundering as usual when he is brought face to face with a great economic principle, is trying to discourage this new industrial engineering which has increased wages and reduced labor cost wherever put into practice; but Prof. Holden of Iowa, the great apostle to the corn grower, labors under none of Mr. Gompers' delusive fear of plenty. Prof. Holden pleads for plenty—for more corn and for better corn, because plenty is good in itself and for all; and, thanks be, he is now preaching that gospel to farmers all over the corn belt. As in industrial engineering efficiency results naturally from the mere elimination of wasted effort and the best adaptation of workmen to their environment, so the Holden efficiency in farming, leading to larger production, as he demonstrated to the Board of Trade at Chicago in an address on August 4, is merely the application of the same principles. An Emerson, a Gantt, or a Taylor will largely increase

the output of a factory by the skillful organization and instruction of labor and by the disposition of materials; a Holden, on the farm, will do the same thing with even less of effort, merely by the application of the simple precaution that so many farmers neglect, of testing seed corn before planting.

By planting only seed corn demonstrated by prior test to be vitally strong, a perfect stand of corn may reasonably be expected, he said,—three stalks and three ears to the hill, which mean ninety bushels to the acre instead of the general average of less than thirty. Barring the cost of testing the seed (which is nominal) it costs not one foot-pound of labor more to make ninety bushels than to make thirty. Why, then, don't all farmers get ninety bushels? Because some are inefficient, thoughtless, shiftless; they need a Holden among them to teach them agricultural efficiency; and just as the leaven of the work of the industrial engineers is working in the industrial world to replace the thoughtless, shiftless and lazy workmen with efficient men proud of their large production of perfect goods, so all true farmers to whom the Holden gospel has come are striving for that larger production which makes for plenty and the contentment that comes to every man who can really feel that he has done his utmost.

### THE ILLINOIS FEE LAW.

Without presuming to question the soundness, legally speaking, of Attorney General Stead's opinion on the lawful disposition of the fees earned by public officers who are not entitled to their possession, it can be said that the statutory provision made by the late Illinois legislature to render that opinion operative, that requires the chief grain inspector to cover into the state treasury, and so place them absolutely beyond his control, all fees earned by him over and above \$5,000, to be kept by him on hand at any one time, was most injudiciously conceived and may become vexatious in practice. It is tantamount to compelling him, the manager of a great business with a heavy payroll, to deposit his surplus every month when he has a surplus and forbidding him to use his earnings during the months when his receipts are inadequate to meet his current expenses. Sooner or later the law, if enforced, will get the inspector into trouble through inadequate funds to meet his payroll and current expenses and thus cripple the efficiency of the department by putting it in the same position as the department at Kansas City, Kans., now finds itself—trying to inspect grain with no funds in sight to pay the help.

The author of the bill evidently had before him the Wisconsin law which places the useless inspectors at Superior in the same position, except that the department there is not allowed to handle any money at all. The author of the Wisconsin law aimed to make the inspection a source of state revenue; but in Illinois it is expected only to pay expenses and carry surplus enough to have funds on hand to equip itself with every possible facility and also to meet current expenses for the best service at all times, whether the current receipts are at all times adequate or not. If the law is not set aside by the courts as unconstitutional it should



be marked for immediate repeal as ill-timed and vexatious.

### SCOOPERS AND RECEIVERS.

It seems like an anachronism to talk about the annoyances of the "scooper" in these days; but there are spots in Indiana and Ohio where this type of buyer still obtains; and the friction that results is the real thing. It hurts just as badly as it used to hurt when the scooper was more ubiquitous than he is now; and country dealers are just as hot now because the scooper gets "aid and comfort" from some receivers who solicit the regular trade that suffers from the annoyance of a competitor who has no other facilities for handling grain but his arm and back muscles. There are receivers who think they are abused because these complaints are put up to them personally; but kindly "put yourself in his place." Receivers enforce the law of "no scoopers" in their exchanges, of which all men who trade therein must be members. Is it fair that the country dealer should be treated as on a different plane? He cannot keep the scooper out of his trade as the receiver keeps the non-member off his "preserve"; but he is entitled to consideration just the same. The fair thing is for the receiver who handles a scooper's first consignment is to write him, when his check goes forward, "Please don't send us any more stuff until you get the regular dealer's facilities. Be fair at home to your competitor, and we'll be glad of your trade; until you are, please excuse us." Most receivers do this now; some few forget that it is the rule with the most popular houses everywhere.

### AN APOLOGY.

Some readers of this paper find fault with its attitude toward the "moisture test." It is unfortunate that a self-respecting journal must have opinions and express them. It cannot expect, therefore, to agree with all, but may cherish the hope that it does have the approval of some.

The moisture limitations in the corn grades have the sanction of experience; it is unfortunate that they have not the sanction of the entire trade also. They might have that were it not apparent that some members of the trade have confused the causes of the situation that has brought about their disapproval. It is a superficial assumption that grading puts value into corn or any other kind of grain; grading simply indicates in a general (not in a particular) way the quality of the sample passed upon. In those good old days of Inspectors Noble and Bidwill, which many younger shippers of corn have already forgotten, when, one "physical" year after another, the proportion of No. 2 corn inspected at Chicago after 1897 did not reach 42 per cent and fell in 1903 as low as 6 per cent of the whole, Mr. Bidwill was wont to ask, "What's the difference whether it grades 2 or 3? There ain't any difference in the price." And there wasn't—much—then.

Price making to most of us is a very mysterious process in practice. As to grain, it isn't the men on 'change who do the trick; for price depends on the desires, the whims of men, on the trend of human wants and the ability of

men to satisfy their wants by the exchange of the products of their labor. The men on 'change simply adjust the disposition of buyers of grain to the demands of those who sell, and then record the adjustment. It is true that the difference in the intrinsic values of corn with 19 per cent moisture and that with 20 per cent or 21 per cent may not always be so great as is sometimes indicated by the prices for 3 and 4 corn, but price does not always correspond to intrinsic value. The fact is that value is not a quality but a relation. Doubtless the corn that some years ago was worth relatively so little as to be burned in place of soft coal for fuel had as high intrinsic value as corn to-day at several times the price; but the demand to-day is more active than then, and the price has therefore changed. Prices are made by conditions, not by intrinsic worth.

So the nib of this paper's objection to admitting more water in 2 or 3 corn is this: The grades are indicative of general average quality only, for some samples of each grade will bring a better price than others of the same grade. The bidder's price for each grade is based on the average quality of the grade. If, now, that average quality is lowered by the admission of more water, the average price will assuredly be adjusted to the quality. It is difficult to understand how men who think about these things can fail to understand, therefore, that by removing definite limitations of moisture they are doing the farmer—the grower—a damage rather than a benefit by degrading the general grade quality. The grain dealer himself would get at most only a temporary benefit by lowering the quality of the grade. It might enable him to market such low-grade stuff as he might have on hand at the time a change of the rule might be made; but when that were gotten rid of he would resume simply his former place as middleman and adjust his prices by the bids made to him from "higher up" just as he does now.

### NO NATIONAL CORN SHOW.

The National Corn Show, owing to the failure of St. Paul-Minneapolis to "put up," has been abandoned for this year; but numerous minor shows will be given in various parts of the country, at fairs, institutes, by corn clubs, at the college short course sessions, etc., which on the whole will probably do the cause of better seed and better corn crops more substantial benefit, we take it, than the National Show itself, whose influences reaches more experts than "scrub farmers," so called, who, after all are the real people the better farming movement hopes to reach.

There has, indeed, been enough exploitation of "big corn," upon which too much stress has been laid by the National Show, whose grand prizes have for several years all gone to that class of corn. What is needed now is the restoration of merchantable corn to the list of American farm products, especially, if that be possible, a type of corn that will mature early enough to be a safe "winter-shelled" proposition. The dealers, by undertaking to handle the "big corn" winter-shelled, have encouraged the blunder of the National Show, for until April following harvest the big corn is, strictly

speaking, an unmerchantable commodity and so regarded even by the corn experts; and the difficulties of the dealers' situation have been increased by their own attitude toward it—treating it otherwise. But a reversal of policy must be made; and the place to begin is at the meetings of the farmers themselves, who should be encouraged to grow a corn that will have quality and yet mature fully before frost, a type of corn whose yield can be increased by proper culture and by the selection of vitalized seed.

### RULING ON RAILWAY LEASES.

The Commerce Commission has taken up the matter of site leases by railroads on their own right-of-way, and has made the following ruling:

Conference Ruling No. 325 of the Interstate Commerce Commission.—Land Leased by Shipper from a Carrier at Nominal Rental Unlawful.—Under a lease in which a nominal rental is reserved a private person has erected a grain elevator upon land belonging to an interstate carrier: Held, That the arrangement constitutes an undue preference.

The ruling will affect more seriously than in Iowa and some parts of the Northwest, where the rental has been for some time much more than "nominal," grain dealers in those states where the railroads have been in the habit of leasing what has been to them valueless station lands at a nominal rental to elevators and other business concerns who would make business for the roads.

Secretary McCord of Ohio suggests that it is not unlikely that hereafter elevator sites on the right-of-way may expect to pay annually from 5 to 6% of the actual value of the land, as we believe they do in the West now, where the nominal rental has been abandoned. He also expresses the opinion that in that event it will be illegal for the railways charging such cash rental to insert in their leases the very familiar clauses exempting them from responsibility for loss to property caused by their locomotives or the acts of their servants. If this should prove a correct supposition, the Commission's ruling is not without its compensations. Mr. McCord adds: "This condition affords a good opportunity for some shipper to bring a formal action before the Commerce Commission to get a ruling on the released liability feature that is now so generally enforced by the railroads when they execute such leases."

### ELEVATOR CONGESTION.

The congestion of grain this summer in all markets has been phenomenal, the like of which has not been experienced for many years. Pope & Eckhardt Co., as well as President Merrill of Chicago, think the movement of grain into consumption indicates that the period of extreme congestion caused by accumulated stocks has passed here, and Zahm & Co. and other dealers at Toledo say the same for that market. Nevertheless, dealers in the country will be wise who keep close watch on conditions in the market to which they habitually ship. As regards oats, which at this season are liable to cause congestion, Lamson Bros. & Co. a few days ago suggested caution, as an influx might cause trouble, "not due to any desire to take advantage, but simply because of the physical impossibility of handling the grain."



## EDITORIAL MENTION

A ruling on the moisture test petition referred to on pp. 85-86, is expected during the present week.

"Germany is expected to be a heavier importer of grain this season than usual." Will she be an active exporter also at a cut price, her dealers making up the losses by drawing as usual on the national treasury for export bounty money?

It was estimated on 'change Chicago that by August 1 no less than 400,000 bus. of new crop corn, not yet all in roasting ears, had been sold by the country for Dec.-Jan. shipment. And there are country shippers who complain of "gambling" by members of the Board of Trade.

The Baltimore American suggests that while inland shippers are not likely to prefer a port where the gradings are rigidly insistent upon exact measurement up to a prescribed standard, there is reason to believe that in the long run, as a fixture, the high standard is best for the seller as for the buyer, and likewise best for the port."

The bad showing for the last crop year by the Manitoba Grain Growers' Company is attributed to the management's speculative ventures. The behavior of the oats market did not quite suit the growers, so the company went on 'change to "regulate" the prices to suit them. The company in consequence was set back about \$26,000.

The Philadelphia Telegraph, with that specious appearance of wisdom that so often characterizes the morning paper's lucubrations, said recently, "There have been a number of corners in wheat; the producer has been robbed;" etc. We will admit the allegation of density; but really, no one but the Telegraph type of writer can quite understand how the producer can be robbed when prices go up, as they do when a "corner" is on.

Congressman Adamson's bill to solve the problem of false bills of lading by prohibiting banks from loaning money on any Bs/L until they shall have enquired if the bills in question are genuine, is not a flattering appreciation of banking acumen—as if it were necessary for the Congress of the United States to seriously consider punishing a man for buying a gold brick! Some bankers do, of course, buy that sort of junk—they are no more clever in some things than the rest of us—but why rub it in?

Indiana reports that mill and elevator losses by fire, first six months of 1911, have been unusually heavy—to those companies specializing in these risks, a ratio of over 100 per cent. In the Northwest the reported ratio is over 200 per cent. The millers and dealers, of course, understand that this means, if the condition becomes permanent, either no insurance or very much higher rates, since no business conducted by private interests will be continued long at a loss. The trade must exercise more watchful

care to prevent fires, or they will surely find themselves without insurance protection at less than excessive rates.

The election of P. C. Goodrich of Winchester, Ind., to be president of the National Hay Association is particularly pleasing to all members of that body, to non-attendants as well as those who were present. Mr. Goodrich served for eight years as secretary-treasurer of the Association and is familiar with the minutest details of its affairs. When there is added Mr. Goodrich's great personal popularity, there ceases to be any secret in the general satisfaction with his election to be president.

A telegram from Lexington, Ky., of Aug. 2, says that recent deaths from pellagra in the Hopkinsville Asylum have been traced by the state officials to the use of corn products, and their use has been ordered discontinued. Now, while disclaiming any desire to seem impertinent, the suggestion is offered that the officials ought rather to trace the contractor who supplied and was paid for that kind of "corn foods"; for they ought to know that the best authorities declare without reservation that at least sound "corn goods" never cause pellagra.

Nothing seems more certain now than that the price of the 1911 hay crop is going to be "up in G." Wagner says prices reported vary tremendously: Kentucky, \$15 to \$18 per ton; Illinois, \$12 to \$18; Ohio, \$15 to \$23; Missouri, \$18; Iowa, \$10 to \$20; Indiana, \$15 to \$20; Kansas, \$12 to \$15. The reports generally sustain the idea that choice grades, Chicago basis, will maintain the \$20 and up level. However, the real question is, where will the limit go without stopping consumption? Certainly it is not long ago that \$30 timothy (retail) would have been deemed a prohibitive price.

Mr. James A. Patten has a different method than Congressman Adamson for preventing "the haphazard flotation of commercial paper" and of enabling "the [grain?] trade to easily ascertain the extent of the indebtedness of any concern about which there was any doubt," and that is to create a "central registry of all notes issued by business men and manufacturers." To such a scheme there is hardly a better answer than the reply of Festus to Paul: "Thou art beside thyself." To say nothing of the deception such a requirement would lead to, the result of such practice would be the practical annihilation of private credit if there were no deception.

The "good seed" trains of various sorts that have been out during July and August have been welcomed by larger audiences than ever before, perhaps. In Kansas, particularly, the advertising campaign for the "better wheat" train was very effective. At Marion it was "bargain day," and every farmer who came into town to hear the lectures got a "special bargain rate" at the barber's, the blacksmith's, the butcher's, the baker's, and so on all through the town. The crowd was so large that the lectures had to be duplicated, while the flour and breadmaking and the children's cars were packed to the doors and "hundreds turned away." At Lebanon this train

met 5,125 farmers! It is such work that enables the Rock Island commissioner to report, as he did the other day, that his trains have this year traversed ten states and its lecturers reached 172,897 farmers!

The organization in July, through the influence of A. P. Grout of Winchester, of an alfalfa association by some sixty growers in Illinois, is considered one of "the most significant meetings" of farmers held in this state in recent years. It appears that in 1909 alfalfa was known to be growing on 3,116 farms in Illinois and the output of hay was stated to be about 52,000 tons. So much has been said of alfalfa in the arid and semi-arid West, that it is apt to be forgotten that the plant welcomes a habitat of rich soil in other climates; while its great productiveness and value for soil renovation makes its successful acclimatization to Illinois as welcome as it was to the plains of Kansas.

The suppression of an incipient fire on the floor of 'change in the Burnet House, Cincinnati, by the use of buttermilk is suggestive, reminding one of that ancient tale of the Kentucky Colonel who in the second McKinley campaign was endeavoring to properly entertain a cabinet officer and a northern senator by a visit to the Gault House bar at Louisville. The Secretary had ordered a lemonade and the Senator a glass of buttermilk; and then the Colonel, with a painful sense of the degeneracy of the times and the example before him, reluctantly completed the surprising triad by surrendering to "a piece of pie" as the only consistent order.

The Montreal Trade Bulletin cites as a case of "the deception of farmers' estimates," that a certain Manitoba miller, who canvassed all the farmers in his district to ascertain the amount of wheat they held, could figure out only 5,000 bushels, but there came out of the same district shortly afterwards 16,000 bushels, or over three times the quantity he was led to believe the farmers possessed. If the miller had added to the farmers' the estimates of all others thereabouts competent to guess at all, and then had averaged all these reports, he would probably have arrived at substantially the truth, on the theory of Prof. Sandles of Ohio, that the average of a large number of crop "guesses" is approximately the truth.

Senator Poindexter of Washington has revived that old quack remedy for stopping speculation in grain by making every man who uses the telegraph or the mails for placing orders relative to the purchase or sale of grain for future delivery shall make affidavit that he intends to accept or deliver the goods. Now as the order itself, executed on a public exchange, is evidence that he does intend to do one thing or other, or pay the penalty for default, how can his affidavit change the situation, since it cannot prevent or prohibit him from transferring his contract at any moment he pleases? This indeed is done a hundred times a day on every exchange and must be done innumerable times daily, if the market adjustments are to be trusted as the true consensus of the world's



opinion of the value of cereals on that particular day. The Senator's bill is discouraging, therefore, since it is evidence that even the "Oregon Plan" cannot be relied upon always to give us senators of Solomonic wisdom or Franklin's common sense.

The conviction of Henry C. Palmer at Albany, N. Y., on an indictment of grand larceny, Palmer having shared, according to the testimony in the case, in the proceeds of loans obtained on the collateral of fictitious bills of lading issued by him as the carrier's agent, ought to help to clear up this bill of lading trouble, as a previous judgment against the carrier itself for \$91,000, to recoup the losses of money through Palmer's acts, has no doubt put the New York carriers on their guard as to their agents. The conviction for complicity of the Albany grain inspector, who admitted on Palmer's trial that he signed certificates of inspection of these same fictitious cars, is also asked.

The Liverpool embargo against Philadelphia grain inspection certificates on "certificate final" shipments, which the Continent was about to imitate, has had the expected result of reforming the Commercial Exchange inspection. Philadelphia will come into line again, under the direction of Capt. Foering, whose previous record of twenty-five years as responsible inspector in that market has had hardly a parallel in any market: 870,053 cars of grain and 11,044,279 bus. from vessels into elevators and 458,356,928 bus. loaded out for export, with only thirty-six appeals affecting only eighty cars and 14,000 bus. into vessels and only three modifications of his inspection! With such a man at the helm again Philadelphia will have no apologies to make; confidence is restored—Philadelphia is again on the map; and "uniformity" has another friend at court.

It is now more than thirty years since Mr. W. Cunningham, an English publicist, in "Mind," remarked how little hold economic science then had on the thoughts of his generation. This remark might be repeated now. For now, perhaps even more than then, legislatures ignore its postulates, labor flies into the face of its most elementary principles, and business men generally treat as bores all those who discuss its theories and study its established data. Business and social organization alike suffer from this apathetic attitude toward a science that rightly utilized might save us from many costly business blunders and bring about the amelioration of many human deprivations. The attitude of the daily press toward "the dismal science" is familiar; it ignores it as dull. Lately the attention of the grain trade has been called to the attitude of the agricultural press toward the public grain exchanges only to find it, too, indifferent; and a canvass of the editors shows that while most of them are willing to concede that the exchanges may serve a lawful and laudable—even an essential—purpose in trade, their readers, the farmers, do not so concede; and they, therefore, the agricultural editors, do not propose to disturb the farmers' complacency by any endeavor on their part to educate their readers in this most im-

portant factor of daily commercial economy. All of which, as far as the agricultural editors are concerned, is but another way of admitting that, like the public itself, they are more concerned with politics than with political economy—seeking a short cut to "prosperity" by catering to the "quack in politics" rather than in methods that depend on sound business principles and individual character and capacity.

The decennial variance between the Census enumeration of and the Agricultural Department's guesses at crop acreages and yields for the same year is the subject of the interesting article by Mr. Goodman on page 75, to which the reader is referred. His final thought ought to be emphasized, in the hope of conducing to a change of method, to-wit, the Agricultural Department's apparent disposition to discredit the Census decennial corrections of the Department data by totally ignoring them. The self-sufficiency of the Agricultural Department is notorious, but it is hardly profitable to the public whose interests should outweigh all departmental insistence on its own consistency. The consistent man is generally a stubborn one; true consistency, as Burke said once, is "varying the means to secure unity of the end." This is exactly what the crop report makers should aim at—the end; all else has, as the same thinker said, "consequences of other moment than those of logical fallacy."

In October last the Railway and Warehouse Commission of this state heard a complaint filed by the Illinois Grain Dealers' Association to the effect that grain was being unlawfully inspected at Cairo under the authority of the local Board of Trade; that the acting inspector was liable to the statutory penalty for inspecting grain without having been appointed by the chief inspector of the state; and that the Cairo Board of Trade was prohibited by law from issuing certificates of inspection. Somewhat belatedly, the Commission on July 26 rendered an opinion in the complaint. The opinion reviews the law and decides that Cairo is not a city of 100,000 people and therefore its public elevators are in Class B, and that no deputy inspector may be appointed for said city except on request of the county commissioners or the board of supervisors of the county. It appears that no request was ever made to the Commission for state inspection at Cairo. The Commission, therefore rule as follows:

Construing the whole act together, we are not prepared to hold that this Commission has jurisdiction for the purpose of inspection of warehouses of Classes "B" and "C" unless proper application is made by the authorities as stated in the act. The act prevents the appointment of deputy inspectors for such warehouses. The Commission appoints the chief grain inspector and gives him jurisdiction over the entire state, and while he might not appoint a deputy inspector to inspect such county or city, if he were to inspect himself or to supervise the inspectors appointed by the Board of Trade of Cairo, another question of even greater importance might be raised. But if the act is to be construed altogether, it was evidently the intention of the legislature that no deputy inspector should be appointed in such cities and counties, unless a request was made for the same.

While that is true, there can be no question but that the Commission has authority to require from every warehouse in the state regular monthly or

weekly reports as they may see fit on blanks prepared by them for said purpose; and as a result of this hearing and the importance of the matter, the Commission believes it is not only its privilege but its duty to require such reports. But the Commission hold that the complaint in this case cannot be sustained, therefore the same is dismissed.

In other words, the Board of Trade of Cairo can go ahead with its inspection and all that, provided it sends the reports called for by the Commission—is that it?

There is a scooper over there in Ohio who advertises liberally in the local papers, sometimes in this way:

I belong to no organization or combination or dealers' association; am separate and apart from any one else in the grain buying business, and have but a single code of rules to govern my business efforts—"To buy all the grain I can at the top market price." In short, I trade cash for grain on a Reciprocity basis. I possess no monster buildings to stare you in the face—just a sackcloth vest, a shirt and pantaloons to clothe myself at the car door. No taxes to pay; no depreciation of equipment; no worry to keep me awake nights. Verily, and as I believe, I'm the happiest grain man in Ohio; and where is the farmer who does not like to deal with a man in good cheer? I've got a smile awaiting the man who has grain to sell.

Good ad., isn't it? "Would deceive the very elect." Specious enough to mislead that farmer to whom a dollar on an occasional load of grain offsets the generous service of the regular elevator man through a series of years. But it's an ad. that any clever regular might demolish in parallel columns, if he went at his antagonist in good temper and with the weapons that his long years of business life in the town should have provided him with. One need not go so far as St. Bernard as to say that "nothing can work me damage but myself"; but it is certain that men do not always meet competition of this sort with the patience or skill that might be exercised by taking thought.

The Colorado experiment, noted in another place, of cleaning wheat to prove to the producer the fairness of the dockage demanded, is but a sample of what might be done by other dealers who have the nerve to do what they know is right, if not always the expedient thing from the standpoint of competitive business. The real value, however, of this buying of grain on its merits, it need hardly be said, is the wholesome effect it would have on future crops, both in their size and value. Weeds are consumers of plant food, some of them in marked disproportion to the apparent benefit even to themselves, and as parasites of the soil (at least until their hidden virtues shall be learned, like those of the sweet clover) their keep must be at the expense of good grain. In spite of our better agricultural gospel and missionary work, therefore, in many parts of the country, notoriously in the small grain areas, the weed seed crop is increasing in volume; and it has been insisted by grain inspectors, as well as by seedsmen, that this increase has been due very largely, if not absolutely, to the elevator men's habit of taking in all grain offered, no matter what the foreign matter it contains may be, the result being no discouragement of the farmer in his weed production and an active and persistent distribution of the noxious weeds all over the country.







"If the car is for delivery to 'John Jones,' it should be consigned to 'John Jones, Eighth and Gratiot streets, St. Louis,' so that delivery may be made on arrival."

BILL OF LADING LAW.

Congressman Adamson, chairman of the house committee on interstate and foreign commerce, on July 24, introduced a bill to prevent the issuing or accepting in interstate trade of false or fraudulent bills of lading. The measure provides for the filling out of a bill of lading on a form approved by the Interstate Commerce Commission and forbids the agents of carriers to issue bills of lading pending the actual receipt of the goods. Then in section 4 it is provided:

"That it shall be unlawful for any bank or any agent or officer thereof to accept from any holder thereof any bill of lading for the purpose of making or securing an advance of money thereon without first ascertaining by actual inquiry and investigation that the shipment described in the bill of lading was really delivered to the carrier whose agent purported to have signed the bill of lading.

"Any bank or agent or officer thereof violating this provision shall be guilty of a misdemeanor, and on conviction thereof the bank shall be punished by a fine not exceeding \$5,000, and the agent or officer thereof, thus accepting said bill of lading shall on conviction be punished by a fine not exceeding \$5,000 or imprisonment not exceeding five years, either or both at the discretion of the court, and in addition thereto both the bank and such agent or officer shall be liable to any subsequent holder or indorsee or assignee of said bill of lading for all losses sustained by reason thereof."

EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of June, 1911, and for the twelve months ending with June, 1911, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	June, 1911		TWELVE MONTHS, ENDING JUNE	
	1910	1911	1910	1911
Exports—				
Barley, bu.....	107,919	105,872	4,311,566	9,399,348
Buckwheat, bu.....	5	5	158,160	223
Corn, bu.....	1,997,093	4,649,952	36,802,374	63,761,458
Oats, bu.....	28,810	35,590	331,531	463,266
Corn Meal, bbls.....	178,694	266,879	1,685,474	2,044,912
Oatmeal, lbs.....	471,590	3,003,813	15,538,539	32,416,897
Rice, lbs.....	1,068,198	1,582,024	7,049,597	15,575,271
Rye, bu.....	60	219,756	2,623	6,250
Rye Flour, bbls.....	216	218	3,751	6,250
Wheat, bu.....	625,538	616,501	46,679,876	28,729,302
Wheat Flour, bbls.....	497,485	742,632	9,040,987	10,129,485
Bran, Millfeed, etc., tons.....	3,961	15,837	53,548	67,687
Dried Grains, etc., tons.....	8,864	10,944	65,497	76,803
Rice, bran, meal, etc., lbs.....	150,082	200	19,729,591	14,488,070
Total Breadstuffs.....	\$5,430,833	\$8,431,880	\$133,592,611	\$124,913,537
Glucose and Grape Sugar, lbs.....	16,201,049	13,882,322	149,820,088	181,963,046
Hay, tons.....	3,734	5,428	55,007	55,231
Oil Cake and Oil-Cake Meal:—				
Corn, lbs.....	6,778,818	7,832,761	49,108,593	83,384,870
Cotton Seed, lbs.....	18,532,459	44,271,615	640,088,766	804,596,955
Flaxseed or Linseed lbs.....	50,936,520	43,325,263	562,316,916	559,674,653
Vegetable Oils:—				
Corn, lbs.....	641,977	2,321,315	11,299,332	25,316,799
Cotton Seed, lbs.....	11,648,922	19,730,934	223,955,002	225,520,944
Linseed, gals.....	12,164	10,173	228,426	175,210
Clover Seed, lbs.....	109,349	54,248	6,977,685	4,359,167
Cotton Seed, lbs.....	97,004	3,341,807	24,931,099	13,224,347
Flax Seed, bu.....	103,457	35,242	27,113,056	9,307,476
Timothy Seed, lbs.....	83,338	\$13,167	\$601,611	\$334,169
Other Grass Seed, val.....	24,259	16,791	365,721	288,638
Beans, etc., bu.....				
Oats, bu.....	112,600	2,159	1,034,511	107,318
Wheat, bu.....	121,266	286	164,201	509,439
Wheat Flour, bbls.....	16,764	6,771	144,759	141,582
Rice, lbs.....	6,154,944	6,670,126	76,713,551	70,360,729
Rice, Flour, Meal, etc., lbs.....	13,869,065	9,230,579	142,738,393	132,116,821
Castor Beans, bu.....	49,754	93,050	726,002	745,035
Clover Seed, lbs.....	110,326	434,170	13,069,830	25,357,826
Flax Seed, bu.....	686,567	1,287,771	5,002,496	10,499,227
Beans, etc., bu.....	53,713	37,720	1,015,157	1,037,371
Imports—				
Oats, bu.....	112,600	2,159	1,034,511	107,318
Wheat, bu.....	121,266	286	164,201	509,439
Wheat Flour, bbls.....	16,764	6,771	144,759	141,582
Rice, lbs.....	6,154,944	6,670,126	76,713,551	70,360,729
Rice, Flour, Meal, etc., lbs.....	13,869,065	9,230,579	142,738,393	132,116,821
Castor Beans, bu.....	49,754	93,050	726,002	745,035
Clover Seed, lbs.....	110,326	434,170	13,069,830	25,357,826
Flax Seed, bu.....	686,567	1,287,771	5,002,496	10,499,227
Beans, etc., bu.....	53,713	37,720	1,015,157	1,037,371

EXPORTS OF FOREIGN MERCHANDISE.

ARTICLES.	1910.		1911.	
	1910.	1911.	1910.	1911.
Merchandise, free.....	\$755,311,396	\$777,988,452	\$2,772,065	\$2,772,065
dutiable.....	801,636,024	749,996,636	51,639,398	51,639,398
Gold.....	43,339,905	73,607,013	30,267,108	30,267,108
Silver.....	45,217,194	45,937,249	720,055	720,055
Total Exports, twelve months.....				
Merchandise, domestic.....	1,710,083,998	\$2,012,919,918	302,835,920	302,835,920
foreign.....	24,900,722	\$5,771,474	870,752	870,752
Gold.....	118,563,215	22,509,653	96,053,562	96,053,562
Silver.....	55,286,861	64,749,958	9,403,097	9,403,097
Excess merchandise exports over imports, 1911.....			\$520,708,304	\$520,708,304
Excess gold imports over exports, 1911.....			51,097,350	51,097,350
Excess silver exports over imports, 1911.....			18,812,709	18,812,709
Total merchandise, exports and imports, 1911.....			\$3,776,676,640	\$3,776,676,640

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain etc., at leading receiving and shipping points in the United States for the month of July, 1911:

BALTIMORE—Reported by James B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,919,794	1,364,819	892,849	72,480
Corn, bushels.....	304,415	209,424	382,884	90,794
Oats, bushels.....	243,155	162,736	120	140
Barley, bushels.....	.....	2,128	.....	.....
Rye, bushels.....	4,805	8,185	.....	.....
Timothy Seed, bus.....	761	.....	.....	.....
Clover Seed, bus.....	4,710	.....	.....	.....
Hay, tons.....	4,710	4,904	1,115	975
Flour, barrels.....	138,626	126,043	43,567	27,017

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Flour, barrels.....	108,898	115,916	21,366	27,317
Wheat, bushels.....	586,380	4,477	464,255	109,621
Corn, bushels.....	83,320	37,385	97,145	18,951
Oats, bushels.....	317,560	257,492	4,050	27,980
Rye, bushels.....	850	4,815	.....	.....
Barley, bushels.....	.....	2,540	.....	.....
Peas, bushels.....	701	1,696	47	205
Millfeed, tons.....	1,730	2,125	1,245	205
Corn Meal, barrels.....	10,080	28,329	10,225	31,428
Oat Meal, cases.....	4,920	2,440	3,800	1,200
Oat Meal, sacks.....	14,950	7,820	2,170	612
Hay, tons.....	.....	.....	.....	.....

Mr. Harry F. Kleinfelter elected to membership; no transfers.

BUFFALO—Reported by Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	4,504,143	1,205,471	.....	.....
Corn, bushels.....	3,705,756	3,568,260	.....	.....
Oats, bushels.....	2,970,900	1,492,445	.....	.....
Barley, bushels.....	15,322	750,594	.....	.....
Rye, bushels.....	.....	70,000	.....	.....
Other Grass Seeds, lbs.....	6,912	.....	.....	.....
Flax Seed, bushels.....	.....	.....	.....	.....
Flour, barrels.....	768,505	.....	.....	.....

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	12,070,300	2,662,400	2,541,900	1,507,300
Corn, bushels.....	5,092,600	6,029,500	8,622,550	6,108,350
Oats, bushels.....	6,945,100	6,362,200	7,821,500	5,117,700
Barley, bushels.....	630,000	1,276,500	125,300	432,500
Rye, bushels.....	53,200	40,500	23,300	13,900
Timothy Seed, lbs.....	87,000	890,300	3,200	452,100
Clover Seed, lbs.....	59,000	30,000	11,500	4,100
Other Grass Seeds, lbs.....	166,700	706,500	309,400	969,400
Flax Seed, bushels.....	56,800	13,000	15,850	17,300
Broom Corn, lbs.....	628,800	471,100	716,800	251,120
Hay, tons.....	11,955	18,768	925	1,119
Flour, barrels.....	535,116	601,721	522,475	486,574

DULUTH—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	1,172,171	1,649,704	2,734,923	1,745,700
Corn, bushels.....	18,513	51,135	141,469	196,046
Oats, bushels.....	134,056	285,141	178,054	925,963
Barley, bushels.....	425	634,877	425	504,268
Rye, bushels.....	34	5,061	114	53,100
Flax Seed, bushels.....	37,709	179,501	1,000	151,394
Flour, bbls.....	432,725	509,340	497,500	610,530
Flour, production.....	75,090	75,248	.....	.....

KANSAS CITY, MO.—Reported by E. D. Bigelow, Secretary of Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	6,603,600	7,569,600	1,435,200	3,798,000
Corn, bushels.....	1,836,000	1,240,800	1,058,400	1,423,200
Oats, bushels.....	807,500	423,300	265,200	180,200
Barley, bushels.....	1,400	5,600	.....	8,400
Rye, bushels.....	17,600	1,100	12,100	.....
Kaffir Corn, lbs.....	1,700,000	550,000	1,550	.....
Flax Seed, bushels.....	1,000	.....	.....	.....
Bran, tons.....	690	800	4,050	6,240
Hay, tons.....	17,328	21,060	5,138	5,700
Flour, barrels.....	8,500	2,000	115,750	128,500

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	436,180	442,960	141,640	134,210
Corn, bushels.....	227,130	431,680	362,614	583,954
Oats, bushels.....	326,200	955,400	984,978	639,000
Barley, bushels.....	218,086	399,400	151,822	250,548
Rye, bushels.....	20,400	19,380	4,080	7,580
Flax Seed, bushels.....	1,200	.....	.....	.....
Hay, tons.....	1,452	3,318	36	10
Flour, bbls.....	272,800	237,825	302,921	256,073

MINNEAPOLIS—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	5,218,600	4,544,800	2,312,340	1,915,590
Corn, bushels.....	265,190	497,350	269,660	342,250
Oats, bushels.....	162,190	903,510	699,240	698,750
Barley, bushels.....	776,500	621,280	157,250	995,910
Rye, bushels.....	63,800	54,360	7,900	63,150
Flax Seed, bushels.....	132,600	12,300	3,700	32,500
Hay, tons.....	2,490	3,480	250	1,120
Flour, bbls.....	24,010	7,798	1,170,614	1,122,837

MONTREAL, QUEBEC, CANADA—Reported by George Hadrill, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,126,306	2,437,291	1,305,896	2,359,316
Corn, bushels.....	1,264,577	1,207,557	1,113,027	205,804
Oats, bushels.....	1,142,726	1,814,237	1,198,090	1,020,486
Barley, bushels.....	53,274	209,923	7,416	123,665
Rye, bushels.....	.....	.....	.....	.....
Flax Seed, bushels.....	26,279	1,718	.....	.....
Flour, bbls.....	239,865	115,094	251,648	177,489

NEW YORK—Reported by H. Heinzer, Statistician of the Produce Exchange.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,519,400	.....	1,299,564	.....
Corn, bushels.....	870,100	.....	507,600	.....
Oats, bushels.....	2,264,925	.....	64,607	.....
Barley, bushels.....	8,925	.....	.....	.....
Rye, bushels.....	3,450	.....	.....	.....
Timothy Seed, lbs.....	.....	.....	438	.....
Clover Seed, lbs.....	bgs. 383	.....	558	.....
Other Grass Seed, lbs.....	.....	.....	.....	.....
Flax Seed bushels.....	890,021	.....	13,160	.....



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

A farmers' elevator will probably be built at Catlin, Ill.

The Farmers' Elevator at Toluca, Ill., has been completed.

Kime & Gibson have succeeded F. B. Huber at Nilwood, Ill.

Hendrix & Lane have leased the Hartsock Elevator at Lane, Ill.

C. M. Daubormas has started up his elevator at Mansfield, Ill.

The new elevator at Pawnee Junction, Ill., has been commenced.

The P. D. Getty Grain Co. has been incorporated at Bloomington, Ill.

The Neola Elevator Co. is repairing one of its elevators at Harmon, Ill.

The Wedron Grain Co.'s house at Wedron, Ill., was sold at auction August 5.

Ed Hangens has purchased the elevator at Evans, Ill., from Taggart and Stotler.

Hagerty Brothers Co. is installing two Hall Signaling Grain Distributors at Toluca, Ill.

T. C. Wilson has taken over the business of the Walton Lumber & Grain Co. at Walton, Ill.

Moschel, Dodds & Co. have sold their elevator at Newton, Ill., to the Tremont Mutual Grain Co.

Jacob Shriner and R. J. Pendleton have purchased the 750,000-bushel elevator at Cairo, Ill.

New and larger cribs are being built by the Farmers' Elevator Co. in its elevator at Flanagan, Ill.

Bankert & Son will build a \$2,000 addition to their elevator at Newman, Ill., in the near future.

C. J. Meyer will probably build a new elevator at Frankfort, Ill., to replace the one recently burned.

The Barrett Elevator at Pana, Ill., recently destroyed by fire, will be rebuilt as soon as possible.

The plant of the Middleton Grain Co. at Athens, Ill., which burned recently will be rebuilt at once.

A combination grain cleaner and pneumatic car loader has been installed by the Walker Co. at Gibson City, Ill.

A track scale will be installed by the West Brooklyn Farmers' Elevator Co. near its elevator in West Brooklyn, Ill.

A movement has been started to organize a Farmers' Elevator Co. at Chancellorsville, Ill., and to erect an elevator.

The grain and coal business of John G. Pupper at Chatsworth, Ill., has been purchased by Sebastian Glabe and H. J. Glabe.

John G. Puffer has sold his elevator, coal sheds and other buildings at Chatsworth, Ill., to Henry J. Glabe and Sebastian Glabe.

The Strong & Ely Elevator at Mazon, Ill., was recently purchased by the newly organized Farmers' Elevator Co. of that place.

The grain elevator at Ridgeway, Ill., has been purchased by Joseph Devous of Ridgeway and the Gale Brothers of Cincinnati, Ohio.

The stockholders of the newly organized Farmers' Grain Co. at Tremont, Ill., recently elected John Papenhauser, president and W. M. Sander, secretary.

The Mazon Farmers' Elevator Co. of Mazon, Ill., has been incorporated with a capital stock of \$15,000, by Joseph F. Misener, I. N. Misener and W. E. Davies.

A 35,000-bushel elevator will be erected on the Wylie Homestead near Armington, Ill. It will be equipped with a dump, elevating and conveying machinery.

The Philip H. Postel Milling Co. of Mascoutah, Ill., has purchased the elevator at Belleville, Ill., near the L. & M. Depot and will use it to store wheat for the mill.

Frank Weidlocher will erect a new elevator and flour warehouse at Springfield, Ill., at a cost of \$40,000. Mr. Weidlocher has been in the wholesale flour business at that place for many years.

The Middletown Grain & Coal Co. of Middletown, Ill., have placed their contract with McA. Oster & O'Connor for a 20,000 bushel grain elevator. The Union Iron Works have the contract for the machinery.

The transfer was recently made through James M. Maguire, grain elevator broker of Campus, Ill., of his old elevators at Benson, Ill., to Austin Gibbons of Dwight, Ill. Mr. Gibbons will take possession of the elevator about September 1.

Secretary S. W. Strong of the Illinois Grain Dealers' Association, reports that G. W. Graham succeeds F. L. Warner at Chenoa; Thomas Corbin & Co. succeeds William Crear at Stillwell; H. P. Worden succeeds G. R. Catlett at Fairmount. Horn &

Dennis are dealers at Crossville; A. C. Kaiser of Bongard (Philo P. O.), mail to Fairland instead of Villa Grove, R. F. D. No. 59.

The J. Rosenbaum Grain Co. recently purchased the two large elevators at South Chicago, Ill., which were part of the property of the Peavey Grain Co. which has gotten into financial difficulties. The aggregate capacity of the two houses is 2,250,000 bushels.

Work on the new elevator at the Watkins Crossing a mile and a half west of Fithian, Ill., which is being built by C. B. DeLong, is being pushed as rapidly as possible. All the grain handled at this house will be shipped over the Illinois Traction System.

Messrs. Arnold and Puett of Bloomington, Ill., have erected an elevator four miles south of Heyworth at Buck's Crossing. The house is operated by an 8-horsepower motor and has a capacity of 15,000 bushels. The Heyworth Electric Light Co. will furnish the power.

The Truby Grain Co. of Joliet, Ill., has been incorporated with a capital stock of \$100,000, by Henry T. Truby, Charles L. Truby and C. Winfield Brown. This is simply the consolidation of three firms for the purpose of facilitating the business. The company now controls elevators at Minooka, Bird's ridge, Andres, Wilton, Joliet and the one being built at Caton Farm.

The Valier & Spies Milling Co., St. Louis, Mo., have contracted with the Macdonald Engineering Co., Chicago, for the erection of a reinforced concrete elevator of 100,000 bus. capacity at their milling plant at St. Jacob, Ill. The equipment to be furnished will enable the company to handle the entire receipts and shipments through the new fireproof storage, and also to use the adjacent elevator buildings as annex storage to the new building. Richardson's Automatic Scales will be installed for the carload receipts and for weighing grain into the mill. The machinery is to be driven by electric motors and be ready for operation by Oct. 1.

The Huegely Milling Co., of Nashville, Ill., are having a fireproof grain elevator of 100,000 bus. capacity, erected at their plant at Nashville, Ill., by the Macdonald Engineering Co., Chicago. The storage will have nine square bins, self-cleaning. Facilities for receiving from cars and farmers' wagons are being installed. The car weights to be checked on automatic scales. Connections by means of steel spouting to both mills and an adjacent storage will be provided. The machinery and equipment will all be of fireproof construction and driven by electric motors. The work is now under way, and is to be finished Oct. 1.

## SOUTHERN AND SOUTHWESTERN.

The Bessent Grain Co. of Valdosta, Ga., has been incorporated with a capital stock of \$10,000.

The Wharton County Warehouse Co. will erect a reinforced concrete elevator at El Campo, Texas.

The Smith Brothers Grain Co. of Fort Worth, Texas, will erect an elevator at Brownsville, Texas.

A branch office has been established at Wichita, Kan., by the Empire Grain Co. of Fort Worth, Texas.

Definite steps will soon be taken for the erection of a concrete grain elevator and mill at East Thomas, Ala.

A new warehouse for the storage of wheat is being erected by the Riverside Mill at Shelbyville, Tenn., in connection with its plant.

S. E. McAshan, S. A. McAshan and D. J. Green incorporated the S. E. McAshan Grain Co. of Houston, Texas. The capital stock is \$10,000.

The Laser Grain Co. has awarded the contract for the erection of a grain elevator and chop and meal mill at Clarksville, Ark. The elevator will have a capacity of 10,000 bushels.

The J. W. Wheeler Grain Co. of Thomas, Okla., has been incorporated with a capital stock of \$6,000, by J. W. Wheeler and L. Tooker of Thomas and W. O. Wheeler of Weatherford.

The Collinsville Mill and Elevator Co. of Collinsville, Okla., has been incorporated with a capital stock of \$14,000 by R. T. P. Chaplin, C. H. Cooley and John Haddock, all of Collinsville.

Frank Kammerdiener, lessee of the Capital Grain & Elevator at Oklahoma City, Okla., will erect a grain elevator and feed mill east of the Capital plant at a cost of \$15,000. Mr. Kammerdiener will manage both plants.

## CANADIAN.

An elevator will be built by the Asquith Milling Co. at Asquith, Sask.

The Warner Grain Co., Ltd., of Brownlee, Sask., has been incorporated.

The Alberta Pacific Elevator Co. will erect an elevator at Bassano, Alta.

The State Elevator Co. of Winnipeg has acquired a number of elevators in Saskatchewan.

C. B. Smith has applied to the Grand Trunk Pacific Railway Co. for an elevator site at Scott,

Sask. He will erect a 30,000-bushel elevator and probably a flour mill.

The erection of an elevator at Radville, Sask., is being discussed by the farmers of that section.

Davis Brothers, grain merchants of Edmonton, will build an elevator at Ranfurly, Alta., in the near future.

A 35,000-bushel elevator will be erected at Grassy Lake, Alta., by the Taylor Milling Co. of Lethbridge, Alta.

The Manitoba Elevator Commission will dismantle the Hitchcock Elevator at Griswold, Man., and will put it up at Manson.

The Sovereign Grain Co. of Calgary, Alta., has suspended business but it is believed that no one suffered through the suspension.

The Farmers' Elevator Co., Ltd., of Welwyn, Sask., intends to add six feet of crib work to its elevator to lengthen two of the elevator legs and to repair and paint the entire structure.

The Pacific Grain Co. of Winnipeg, Man., recently transferred its trades. The company intended to erect a terminal elevator at Vancouver, B. C., to store Alberta grain for shipment to Europe via the Panama Canal.

The Saskatchewan Co-operative Elevator Co., with headquarters at Moose Jaw, Sask., will erect 125 elevators this year. E. S. Estlin has the position of superintendent of construction with the company.

## MINNESOTA AND WISCONSIN.

N. O. Johnson has moved his elevator to Nelson, Minn.

An elevator may be erected at Gonvich, Minn., by the farmers.

An elevator will be erected at Waubun, Minn., by the farmers.

A new farmers' elevator will be established at Tracy, Minn.

Work on the new elevator at Clarkfield, Minn., has been begun.

D. O. McGuire of Chippewa Falls will build an elevator at Wilson, Wis.

An addition is being built to the Richardson Elevator at Menahga, Minn.

A. Florer of Penneck has purchased one of the elevators at Dalton, Minn.

M. T. Mahoney & Co. has leased the Cargill Elevator at Graceville, Minn.

Charles Stier will erect an elevator at Shawano, Wis., which will be 40x80 feet.

Matson Brothers have purchased the Great Western Elevator at Monterey, Minn.

The Farmers' Elevator Co. of Ash Creek, Minn., has put a new cup belt in its elevator.

John W. Rusch has opened his elevator, the old Reliance building, at Buffalo Lake, Minn.

A larger engine will be installed by the Farmers' Elevator Co. in its plant at Welcome, Minn.

The new elevator of G. W. Van Dusen & Co. at Canby, Minn., has been opened for business.

F. E. Diemer has leased the Grain Producers' Elevator at Barnesville, Minn., for another year.

Arndt Brothers will install a Hall Signaling Grain Distributor in their elevator at Sheboygan, Wis.

A grain elevator will be erected on the Hawk Creek Tp., Minn., near the C. M. & St. P. tracks.

The elevator of the Equity Exchange of Prescott, Wis., is being repaired by T. E. Ibersen of Minneapolis.

The Thorpe Elevator at Beltrami, Minn., is undergoing extensive repairs. A new driveway is being made.

T. E. Ibersen of Minneapolis is repairing the elevator of the G. W. Van Dusen Elevator Co., at Zumbrota, Minn.

Moore & Gayton have leased the Phelps Elevator at Rockton, Wis., and will operate it in connection with its mill.

W. F. Jordan has rented his elevator at Taopi, Minn., to Eastman & Cronan, grain buyers at Elkton and Rose Creek.

Work on the new office of the Brown-Conant Elevator Co. of Claremont, Minn., is progressing, as is that on the new feed mill.

A 40,000-bushel grain elevator has been completed by T. E. Ibersen of Minneapolis, Minn., for the Canby Roller Mill Co. at Canby, Minn.

The Equity Co-operative Exchange of Fargo, N. D., intends to either buy or build terminal elevators at Minneapolis and the head of the lakes.

The Markesan Farmers' Elevator Co. of Markesan, Wis., has been incorporated by J. H. McCracken, Charles Degner and John M. Hull, with a capital stock of \$16,000.

Mayor J. H. Dobie, grain buyer at Mapleton, Minn., for the past seventeen years, has taken over the grain houses which have been conducted by the Powers Elevator Co. for the past few years. Originally one of the elevators was built by the S.



Y. Hyde Elevator Co. and the other by Cargill & Co. and each has a capacity of 12,000 bushels.

The grain elevator and mill which is being built at Somerset, Wis., by the firm of O. W. Mosher of New Richmond is fast nearing completion.

An elevator will be constructed by the North Branch Milling Co. in connection with its feed store at Hincley, Minn., which has recently been placed in a new location.

The Monarch Elevator at Wadena, Minn., will probably be purchased by the Dower Lumber Co. to be used as a storage house for coal, as the elevator has been closed following the departure of Manager Olson.

A 20,000-bushel grain elevator and a 60-ton feed mill have been erected by Nelson & Peterson at Zenith City, Minn. The buildings are constructed of concrete and are fireproof.

The St. Anthony & Dakota Elevator Co. intends to open its elevator at Ada, Minn., which has been closed two years. Some repairs on the house are contemplated by the company.

The Farmers' Elevator Co. of Georgetown, Minn., has been incorporated with a capital stock of \$10,000. M. E. L. Wilk is president; C. J. Stein, vice-president, and Theodore Nelson, secretary.

L. Bruege of Minneapolis has the contract to build the Exchange Elevator at Thief River Falls, Minn., which will be operated by a farmers' company. The capacity of the house will be 25,000 bushels.

The Sheffield-King Milling Co. has purchased the foundation of B. F. Orr's elevator at Farbault, Minn., which was recently destroyed by fire. A new 25,000-bushel elevator will be erected on the site as rapidly as possible.

T. E. Ibsen of Minneapolis, Minn., has just started a 30,000-bushel grain elevator at Minneola, Minn., for the G. W. Van Dusen Elevator Co. An old warehouse is being torn down and the material used for the new building.

The milling elevator and power property of the Weed & Gumaer Manufacturing Co. at Weyauwega, Wis., which was to have been sold at auction July 25, was not sold as the interested parties did not favor a division of power.

Elevators No. 1 and 2, together with a large tract of land situated on the Minneapolis & St. Louis Railroad west of Cedar Lake, Minn., were transferred from the Great Western Elevator Co. to the Great Western Grain Co. recently for \$55,000.

F. H. Green & Son, grain and feed dealers of Janesville, Wis., have leased the Milwaukee Elevator Co.'s plant at that place. The elevator has a capacity of 10,000 bushels of grain and will furnish storage for five or six cars of mill feed.

The Farmers' & Merchants' Elevator Co. of Stephen, Minn., has purchased the old Russell Elevator, which has a capacity of 70,000 bushels, from Rushing & Berge. A 35,000-bushel annex elevator will be erected by the company in a short time.

The five elevators at the old Howard station in Wisconsin, belonging to the McGuire Hay and Grain Co. and the Western Grain Co., successor to the defunct Northern Grain Co., will be moved up to the new Howard station, a distance of three-quarters of a mile.

The new Interior Grain Co., of Minneapolis, of which H. F. McCarthy is president, has purchased the elevator at St. Louis Park, Minn., near Minneapolis from the Interior Elevator Co., a subsidiary of F. H. Peavey & Co. The total capacity is 1,500,000 bushels.

#### IOWA.

Mr. King has purchased the Grulick Elevator at Keystone, Iowa.

W. R. Grant has sold his elevator at Perry, Iowa, to Hanly Brothers.

The elevator at Butler, Iowa, which burned recently is being rebuilt.

The New Hartford Grain Co., of New Hartford, Iowa, has sold its holdings to W. F. Welch.

The Farmers' Elevator Co. has taken over the business of William Thomas at Garwin, Iowa.

The Farmers' Co-operative Association of Hull, Iowa, will erect a warehouse at their elevator.

The Trans-Mississippi Grain Co. of Early, Iowa, has ordered a Hall Signaling Non-mixing Grain Distributor.

The new 14,000-bushel elevator being erected by the Farmers' Grain Co. at Maxwell, Iowa, has been completed.

The Plymouth Milling Co. will install two Hall Signaling Grain Distributors in its elevator at Owens, Iowa.

The capacity of the Trans-Mississippi Elevator at Ida Grove, Iowa, is being increased from 45,000 to 75,000 bushels.

The proposition of organizing a Farmers' Co-operative Elevator Association at Northwood, Iowa, is being discussed.

George E. Stringer is president, Henry Tordorff, vice-president, and W. W. Fiske, secretary of the newly organized Farmers' Grain Co. of Alden, Iowa.

The company has purchased the elevator of Oliver Benchiff.

Two Hall Signaling Grain Distributors have been purchased by the Urdike Grain Co. of Blencoe, Iowa.

The foundation for the new 15,000-bushel elevator which V. Roush is erecting at Onawa, Iowa, has already been completed.

Messrs. Claus Tams and John Naeve are the new proprietors of the elevator at Ogden, Iowa, which was formerly owned by Tams & Hage.

The farmers of Webster County, Iowa, will hold a meeting at Fort Dodge, Iowa, in the near future for the purpose of organizing a co-operative elevator company.

The Gruver Farmers' Elevator Co. of Gruver, Iowa, has been incorporated with a capital stock of \$10,000 by O. O. Quastad, H. S. Ullensvanig and J. G. Henderson.

Hans Jurgensen has purchased the grain warehouse and lot of L. M. Carpenter at Olin, Iowa, and after wrecking the present structure, will erect an up-to-date elevator.

B. M. Stoddard & Son will erect a grain elevator at Sloan, Iowa. It will have a capacity of 25,000 bushels. The Younglove Construction Co. of Sioux City, Iowa, has the contract.

The report comes from Estherville, Iowa, that the Farmers' Elevator Co. of Emmett County has purchased the elevator at Gruver, Iowa, from the Western Elevator Co. of Winona, Minn.

The Illinois Central Railroad Co. has sold its elevator at Webster City, Iowa, to the Western Grain Co. The structure is being repaired. J. Fostick of Pomeroy will have charge of the house.

#### OHIO, INDIANA AND MICHIGAN.

The farmers will probably erect an elevator at Charlotte, Mich.

The Lambs Farmers Elevator Co. has been incorporated at Port Huron, Mich.

The Farmers' Produce Co. has decided to build a new bean elevator at Cass City, Mich.

The Belt Elevator & Feed Co. of Indianapolis, Ind., has filed notice of its dissolution.

The W. H. Small Grain Co. of Evansville, Ind., has completed the switch to its elevator.

Babcock & Hopkins of Rensselaer, Ind., have purchased the grain business at Guernsey, Ind.

The Union Grain & Coal Co. of Payne, Ohio, has reduced its capital stock from \$50,000 to \$30,000.

Charles A. Ashbaugh has recently completely rebuilt and enlarged his elevator at Terhune, Ind.

W. F. Close will equip his elevator at Byron, Mich., with two Hall Signaling Grain Distributors.

Two Hall Signaling Grain Distributors have been purchased by the Morris Kent Co. of Kalamazoo, Mich.

Boyd & Clark have assumed the ownership of the grain and elevator business of Otis Boyd at Larue, Ohio.

The Bad Axe Grain Co. of Bad Axe, Mich., will install a Hall Signaling Grain Distributor in its elevator.

The Nappanee Produce Co. of Nappanee, Ind., has equipped its elevator with a Hall Signaling Grain Distributor.

The Mayflower Mills of Fort Wayne, Ind., have installed two Hall Signaling Grain Distributors in their elevator.

Paul New and Charles T. Smith have purchased a half interest in the Barrett Elevator Co. of Shelbyville, Ind.

A 150,000-bushel storage tank will probably be erected at Toledo, Ohio, in connection with the East Side Iron Elevator.

The Montrose Elevator Co. of Montrose, Mich., is equipping its elevator with a Hall Signaling Non-mixing Grain Distributor.

The Alder Grain Co. of Lafayette, Ind., has been purchased by Fred C. Heinmiller, who will operate the business under his own name.

The new elevator company at Eaton, Ohio, will start business in the near future. S. E. Shellenberger is president of the company.

Rosenbaum Brothers of Chicago, have acquired the 1,000,000 bushel elevator owned by the Baltimore & Ohio Railroad at Fairport, Ohio.

Work on the new Farmers' Elevator at Sandusky, Mich., is being pushed rapidly. The new house will be larger than the one burned early in the season.

The Overmyer Brothers will erect an elevator on the site of the building at Risingsun, Ohio, which was formerly occupied by the restaurant of Dan Brough.

John H. Sark has purchased the grain elevator of G. P. Teegardin at Ashville, Ohio, for \$20,000. Daniel F. Taylor will be associated with him under the name of Sark & Taylor.

A company has been organized at Pinconning, Mich., for the purpose of erecting an elevator, work on which has been started. The company has a capital stock of \$12,000. John Gibson is president;

John Francis, secretary; William Reardon, manager.

The Richmond Elevator Co. is converting the Emmet Roller Mills at Emmet, Mich., into a bean elevator.

The newly organized Farmers' Grain & Supply Co. of Camden, Ohio, recently elected S. E. Morton, president, and W. K. Swan, secretary and treasurer.

Willard & Binsley have purchased the Theiss Elevator at Elkton, Ohio, and will operate it in connection with their mill. George Cannon will be in charge.

H. H. Roose of Tipton, Ohio, has placed his contract with McAllister & O'Connor for a 40,000-bushel grain elevator. The Phillip Smith Mfg. Co. will supply the machinery.

O. Gandy & Co., of South Whitley have purchased the elevators of the Mentone Grain & Lumber Co., at Mentone, Ind. Messrs. Straub & Kantz will retain the coal and lumber business.

The Little Mercantile Co. of Evansville, Ind., has been incorporated with a capital stock of \$3,000, by C. S. and Harry Little, Clark Whitman, N. W. Thrall and C. B. Gilchrist. The company will deal in grain.

The Woodburn Elevator & Milling Co., of Woodburn, Ind., is making a number of improvements at its elevator, putting in new legs and a new Western Sheller. The company will soon install a new engine and a new cleaner.

A new grain elevator will be erected at Monticello, Ind., by a company composed of farmers. M. B. Spencer, R. D. Roberts, J. C. Hutton, David Dilling, Harry Lowe, Bart Holmes and Milt Reynolds are among the promoters.

A large steel tank is being erected for the Marcellus Milling Co., of Marcellus, Mich., by the Grain Steel Tank Co. of Buffalo, N. Y. The capacity will be 20,000 bushels. The tank will be fireproof and will measure 24 feet in diameter and 42 feet in height.

The new 1,000,000 bushel Spencer-Kellogg Elevator at Buffalo, Ohio, which has been in the course of construction over two years, has been completed. The cost is between \$250,000 and \$300,000. Reinforced concrete and steel was used in its construction. A huge conveyor has been built across the Kellogg slip to the old elevator. The old house will be used only for storage purposes.

The Alliance Elevators, the largest in the state of Indiana, which are located at Hammond, were sold recently to E. R. Bacon & Co., of Chicago for \$100,000. The elevators have a capacity of 1,500,000 bushels of grain and were built in 1904 by the Hammond Elevator Co. The plant was later owned by Burns, Yantis & Co., which failed a year ago. Since then the houses have been held by forty-two creditors under the trusteeship of W. H. Merrill of Chicago until the recent purchase.

The Evans Milling Co., Indianapolis, Ind., will erect a first-class modern fireproof concrete elevator of 200,000 bus. capacity at their milling plant, Indianapolis, Ind. The Macdonald Engineering Co. has the contract, and is at work on it with a view to completion by Dec. 15. The new plant will be located on the Belt Line Railway, just north of the present buildings, and will handle fifty cars per day. The elevator legs will have a capacity of 10,000 bus. per hour. The hopper scales will weigh 1,800 bus. at a draught. A full line of cleaning, drying, clipping and grading machines will be installed. A separate equipment for handling grain for the mill requirements will be installed independent of receiving and storage machinery. Everything will be electrically driven, and the spouting arrangement permits every one of the forty bins to be filled and emptied by direct gravity spouting.

#### WESTERN.

The Dakota-Western Elevator Co. will erect an elevator at Culbertson, Mont.

The Columbia Grain Co. will build a warehouse 50x100 ft. in size at Waterville, Wash.

The Eastern Montana Elevator Co. of Glendive will erect a 50,000-bushel elevator at Savage, Mont.

The Burley Mill & Elevator Co. of Burley, Idaho, will equip its elevator with a Hall Signaling Grain Distributor.

The Northern Grain Co. is erecting a wheat warehouse at Lamont, Wash., which will be completed by harvest time.

John A. Black of Lidgerwood, N. D., will erect a grain elevator at Ryegate, Mont., where he has been granted a site.

The Eastern Montana Elevator Co. will build a 40,000-bushel elevator at Marsh, Mont., to be ready by September 1.

The Gate City Elevator at Glendive, Mont., which has been erected by Lowe Brothers and A. E. Aiken, has been completed.

An elevator man was recently looking over the situation at West Point, Mont., in regard to erecting an elevator there.

Spokane capital, represented by the owners of the David Churchill ranch at Ulm, Mont., will erect a large grain elevator at that place. The Cascade



County Commissioners have promised to install a ferry boat thereby causing the elevator to be located at that place.

The Revere Farmers' Union Elevator & Warehouse Co. has incorporated with a capital stock of \$3,000 at Revere, Wash.

I. M. Bunn of Chaffee, N. D., will erect an elevator at Roundup, Wash. He will erect a flat house in order to handle this year's crops.

The Western Grain Co. of Spokane, Wash., has been incorporated by A. E. Tessner, Sig Wolff and Jesse Wolff, with a capital stock of \$25,000.

The contract has been awarded for the erection of a 40,000-bushel elevator at Dennis, Mont. The cost will be \$7,280. James Lahart is the contractor.

The Rocky Mountain Elevator Co., which is controlled by the Washburn, Crosby Mills at Great Falls, Mont., will erect an elevator at Hedgesville, Mont.

The work of remodeling the Benef-Borgland Elevator at Belgrade, Mont., is being pushed rapidly. The storage capacity will be increased about 10,000 bushels.

The Odessa Union Warehouse Co. of Odessa, Wash., will open houses at Nemo, on the Great Northern and at Schoonover, Lauer and Batum on the C. M. & P. S. R. R.

M. M. Shockley, as a representative of the Eastern Montana Elevator Co. of Glendive, recently closed a deal whereby the company will erect a 40,000-bushel elevator at Terry, Mont.

#### MISSOURI, KANSAS AND NEBRASKA.

A farmers' elevator company is being organized at Bee, Nebr.

The Morton Grain Co. of Nebraska City, Nebr., has been dissolved.

An elevator will probably be erected by the farmers at Dodge, Nebr.

Leroy Booker has purchased the elevators at Delmont and Wolsey, Nebr.

Repairs and improvements are being made on the plant of Black Brothers at Beatrice, Nebr.

C. R. Rixon of Greensburg, Kan., has equipped his elevator with a Hall Signaling Grain Distributor.

The Farmers' Elevator Co. of Greensburg, Kan., has completed the installation of a track scales.

The new elevator of the Farmers' Co-operative Elevator Co. at Nickerson, Kan., is now in operation.

The Farmers' Union of Lecompton, Kan., has purchased the elevator of H. D. Larimer at that place.

Repairs will be made on the Farmers' Elevator at Brock, Nebr., which was recently damaged by bulging.

The Northwestern Elevator Co. has been incorporated at Kansas City, Kan., with a capital stock of \$25,000.

Johnson & Graham have purchased two Hall Signaling Grain Distributors for their elevator at Ames, Nebr.

Charles Downing recently became owner of the P. V. Elevator at Clay Center, Kan. His son, Bert, is in charge.

The Kramer Milling Co. of Anthony, Kan., has purchased the elevators at Crystal Springs and Duquoin, Kan.

Two Hall Signaling Grain Distributors have been installed in the elevator of the Updike Grain Co. at Friend, Nebr.

The elevator of the Adam Mercantile Co. at Cedarvale, Kan., will probably soon be rebuilt on an enlarged plan.

A 25,000-bushel elevator is being erected at Olmitz, Kan., by the Lindsborg Milling & Elevator Co. of Lindsborg.

The Farmers' Flour, Feed, Grain & Fuel Co., of Protection, Kan., has installed a Hall Signaling Grain Distributor.

The elevator of the Farmers' Elevator Co. at Rosalie, Nebr., is equipped with a Hall Signaling Grain Distributor.

T. E. Iberson has recently completed a modern equipped 30,000-bushel elevator at Royal, Nebr., for the Atlas Elevator Co.

The Seele Elevator Co. has been incorporated at St. Louis, Mo., by Frederick W. Seele, William C. Seele and George E. Marcy.

A new elevator will be erected at Ulysses, Nebr., to take the place of the Farmers' Elevator which was recently destroyed by fire.

The Conrad Grain & Elevator Co. of Wood River, Nebr., has been reorganized. Fred Ashton is president and Emil Thelan, manager.

The Simonds-Shields Grain Co. of Kansas City, Mo., has purchased the old Union Pacific Elevator at Kansas City, Kan., from F. H. Peavey & Co. of Minneapolis. The house has stood idle for the past year. It has a capacity of 1,000,000 bushels and was built twenty years ago by the Midland Elevator

Co., a branch of the Peavey Co. The ground on which the elevator stands is under a 99-year lease from the Union Pacific Railway Co.

One of the 30,000 bushel grain storage tanks being erected by the Pratt Mill & Elevator Co. at Pratt, Kan., has been completed.

The Updike Elevator at Hampton, Nebr., which burned recently will not be rebuilt as there is a large farmers' elevator at that place.

The Grain Belt Co. has installed a Hall Signaling Distributor and Elevator Boot, and also a distributor in its elevator at Spearville, Kan.

Work on the new 250,000-bushel elevator at Omaha, Nebr., being erected by the Crowell Elevator Co., has been almost completed.

The property of the Harper Mill & Elevator Co. at Harper, Kan., was recently sold to L. E. Martin of Wichita, Kan., and L. E. Firestone of Anthony.

A new 200,000-bushel elevator and a 17,000-bushel dryhouse will be erected by the Ralston Purina Mills at St. Louis, Mo. The buildings will be of concrete.

A 21-horsepower gasoline engine will be used by Perry Frazier to operate his new 20,000-bushel elevator recently completed at Chapman, Kan., at a cost of \$15,000.

J. R. Baker and George Gano have purchased the interest of their partner, L. P. Wormwood of Larned, Kan., in the Rock Milling & Elevator Co. of Hutchinson, Kan.

A large elevator may be built at Hutchinson, Kan., by a stock company which is to be organized among the grain men of Hutchinson and throughout that part of the state.

The Independent Elevator at Omaha, Nebr., has been purchased by the Nye-Schneider-Fowler Grain Co. from the Chicago Great Western. The elevator has a capacity of 1,200,000 bushels.

#### EASTERN.

C. F. Lamb of Greenfield has closed out his grain business at Orange, Mass.

Some needed repairs were recently made by Mr. Brigham on the plant of the Thorndike Grain Co. at Palmer, Mass., of which he is manager.

The Eastern Grain Co. of Old Town, Me., has the intention of erecting an additional storehouse, two stories high, in connection with its mill.

The Berkshire Coal & Grain Co. of North Adams, Mass., has completed alterations on the Millard Shoe Factory property, which it purchased some time ago.

The Alder-Stofer Grain Co. has been incorporated at Buffalo, N. Y., with a capital stock of \$50,000. Thomas J. Stofer will conduct the business in the Chamber of Commerce building.

L. L. Marsh, who has owned a half interest in the grain and grist mill business at Enosburg Falls, Vt., since the death of his father has purchased the other half from his sister, Mrs. F. W. Draper. C. H. Stetson is manager.

The Dean-Dillingham Co., has been incorporated at Auburn, N. Y., with a capital stock of \$25,000. Barnabas A. Dean, Warren N. Dean, Irving Delamater, Alfred S. Dillingham and Frederick D. Parker are the directors.

#### THE DAKOTAS.

A new elevator is being erected at New England, N. D.

The elevator at Center, N. D., is now open for business.

A. O. Krogan will erect another new elevator at Driscoll, N. D.

Repairs are being made on the Olsen Elevator at Sanborn, N. D.

A fourth elevator is being constructed at New England, N. D.

Maurice Pepoon has purchased an elevator at Bartlett, N. D.

Nutter & Ryan will rebuild their burned plant at Alcester, S. D.

A movement is on foot to build an elevator at Sentinel Butte, N. D.

V. E. Forrest of Colome, S. D., has purchased a Hall Signaling Distributor.

An elevator will be erected by the Equity Elevator Co. at Warren, N. D.

The Farmers' Elevator Co. has purchased one of the elevators at Hecla, S. D.

The Sharon Mill & Elevator Co. of Sharon, N. D., is offering its business for sale.

A new elevator will be erected at Bruno, N. D. The Burchard Co. has the contract.

About August 20 the new elevator being erected at Stanley, N. D., will be completed.

The Victoria Elevator at Joliette, N. D., is undergoing some needed improvements.

Thomas Barry recently purchased the Minneapolis & Northern Elevator and grain warehouses at Osnabrook, N. D., from the Minnesota Elevator

Co. and is making some repairs. Olaf Bjirkin will be grain buyer.

The John Hockanson Co. of Minneapolis is erecting an elevator at New Leipzig, N. D.

D. E. McLeod has purchased the Minneapolis & Northern Elevator buildings in Cray, N. D.

Work on the new 25,000-bushel Crown Elevator at De Lamere, N. D., is progressing rapidly.

It is rumored that Henry Larson has purchased the Abraham Schultz Elevator at Sinai, S. D.

The Acme Elevator at Carrington, N. D., which was recently wrecked by wind, will be rebuilt.

T. E. Iberson has finished repairing the concrete elevator for George T. Webb at Merricourt, N. D.

The Farmers' Elevator Co. of Birdsell, N. D., has been incorporated with a capital stock of \$25,000.

A. W. Tyner has sold his interest in the Tyner & Bush Elevator at Aurora, S. D., to H. S. Johnston.

Charles Hanson has purchased the grain elevator at Grafton, N. D., from the Grafton Roller Mills Co.

A. J. Iwan has purchased the elevator at Woonsocket, S. D., and will use it for storage at present.

A contract has been let to L. Buege of Minneapolis to remodel the Farmers' Elevator at Hamar, N. D.

The Farmers' Elevator at Brookings, S. D., will be repaired. Electric power has already been installed.

The Ely-Salyards Elevator at New Rockford, N. D., will be rebuilt as soon as the Great Northern starts work on its cut off.

The stockholders of the Farmers' Elevator Co. at Kenmare, N. D., have decided to postpone the building of their elevator for one year.

A 30,000-bushel elevator will be erected by the Farmers' Grain Co. at White's Spur, N. D., a place four and a half miles east of Kramer.

The John Burbeck Elevator at Corsica, S. D., has been purchased by F. F. Mayer of Kaylor. John Ardapple will be retained as manager.

The Farmers' Equity Society of Lisbon, N. D., has purchased the Great Western Elevator at that place and will start business as soon as possible.

The P. V. Elevator in Wahpeton, N. D., has been purchased by the Equity Elevator and Trading Co. of Walcott, N. D. Earl Johnson will be agent.

A 10,000-bushel elevator will be erected on the farm of H. W. Brademeyer north of Taylor, N. D. Hickok & Sons of Minneapolis have the contract.

The W. J. Webb Elevator Co. of Merricourt, N. D., has been incorporated with a capital stock of \$10,000, by W. L. Smith, F. E. McCurdy and T. D. Wolf.

The Cargill Elevator Co. has recently completed the erection of a new elevator near Fairmount, N. D., on the site of the elevator recently torn down.

The Minnewakan Farmers' Elevator at Minnewakan, N. D., was opened for business August 1, after being closed the past season. J. A. Frank is manager.

The Ferney Farmers' Elevator Co. of Ferney, S. D., has purchased the Bagley Elevator at James station, which makes the fourth house operated by the company.

Frank Eberly, Frank Coombs and Steve Healy, all of McClusky, N. D., have incorporated the Farmers' Elevator Co. of Birdsell, N. D. The capital stock is \$25,000.

The stockholders of the Farmers' Elevator Co. at Clark, S. D., have decided to issue bonds to the amount of \$15,000 in order to clear the property of indebtedness.

The Hurdsfield Farmers' Elevator Co. of Hurdsfield, N. D., has been incorporated with a capital stock of \$25,000, by Ole J. Olson, Lee Benshoof and Martin A. Hoag.

The Equity Elevator & Trading Co. of Walcott, N. D., has been incorporated with a capital stock of \$8,000, by John Kauffman, M. K. Mhyre and E. P. Stubson, all of Walcott.

The elevators at Hetland, S. D., conducted by Hans Tande, J. N. Bunday and Mal Martinare are to be closed during the coming year on account of the shortness of the grain crop.

The McGregor Farmers' Elevator Co. of McGregor, N. D., has been incorporated by C. T. Dittman, John J. Lynch and A. F. Blume all of McGregor, with a capital stock of \$10,000.

The Occident Elevator Co. is building an elevator at Mott, N. D., together with flour and coal sheds. The elevator will have a capacity of 40,000 bushels. T. E. Iberson of Minneapolis has the contract.

A Farmers' Elevator Co. is being organized by the farmers in the vicinity of Tyndall, S. D. E. W. Felton, James Bennis and Vincent Kofron are among the promoters. The company will buy an elevator if possible, otherwise it will build.

The Farmers' Elevator Co. of Beach, N. D., has sold its elevator at that place for \$10,000 to a new company recently organized to operate on the co-operative bushel plan. The new company is known as the Golden Valley Farmers' Co-operative Co.



[Special Correspondence.]

## NEWS OF TOLEDO AND OHIO.

BY E. F. BAKER.

A heavy volume of wheat continues to pour into the Toledo market, taxing storage facilities to their full capacity. Fortunately a fair volume is also going out, making additional room from day to day. A couple of cargoes have been shipped out during the past week (Aug. 11), aggregating about 200,000 bushels, and it is estimated that approximately a half million bushels will be shipped out yet within the next few days. A large percentage of this is going out on old orders, and shippers say that they would be considerable money ahead if they were permitted to cancel their contracts and sell again under the present market conditions. While business has been retarded but little, if any, by reason of lack of storage facilities, grain dealers are counting on the possibility of being swamped when oats begin coming in heavier volume, and plans are being suggested for caring for the surplus if such a thing should occur. Among the most feasible plans, and one which is viewed with favor, is the loading of several large vessels for winter storage. A number of such boats are available and would gladly lend assistance, if needed, at reasonable rates. That more storage room is needed has been demonstrated and talk has been common of new structures, but as yet few of them have materialized.

The Northwestern Elevator and Milling Co. is erecting another tank at its local plant, having a capacity of 60,000 bushels, making in all six large tanks. The West Side Iron Elevator, which for some time has been practically out of commission, was this week sold to C. E. Metzler, of Binghamton, New York, who will put it back in business as a salvage elevator, it is said, thus adding storage room for about 200,000 bushels.

The large plant of the Toledo Salvage Co. was also sold this week by the receiver who has had charge of the property, furnishing room for about 250,000 bushels more. It is said that this plant will be improved and the dryer removed, which will add from 250,000 to 300,000 bushels to its capacity. Thus it will be seen that provision is being made for the storage of a large additional quantity of grain at Toledo, and it is not probable that dealers will be again subjected to the annoyance of stinted room in the near future.

Toledo wheat stocks gained last week 236,235 bushels to an estimated total of 1,997,200 bushels. As the total receipts of the last week aggregated 477,444 bushels, and shipments amounted to but 296,100 bushels, it is probable that a slight gain will be made this week. As the wheat receipts are gradually diminishing as surplus is worked off from first hands and export shipments for the immediate future are large, it is probable that local stocks will decrease accordingly. Cash wheat is now selling at .91½c.; Sept., 93½c.; Dec., 97c.; and May, \$1.02½.

New oats are just beginning to show up in large volume and are proving very satisfactory in every respect. Ohio oats are of splendid quality, being well filled and of good color. About 95 per cent grades contract, which is a splendid showing. The entire crop is harvested and threshing is being done generally all over the state. Dealers estimate that lack of bin room among farmers and the present satisfactory market will result in bringing in large quantities for some time. Cash oats are quoted at 41c, Sept. at 42½c, Dec. at 45½c, and May at 48c. During the last week 451,500 bushels came in. There has been an active Eastern demand and shipments during the same period reached 120,800 bushels. Local stocks increased 240,710 bushels last week to a total of 309,724 bushels, and an even larger increase is noted this week.

Corn has proven a rather uninteresting feature of the local grain market recently. Receipts have not been large, the total amount for the past week being but 45,100 bushels, as against shipments of 42,800 bushels. There is still considerable Ohio corn in the hands of small elevators, and some in the hands of farmers, who appear to be in no hurry to sell, evidently feeling that the new crop will not turn out as well in many sections as was anticipated earlier. Quality of old corn is now satisfactory, and reports show satisfactory progress of the growing crop. Well distributed rains have aided the filling process, and the present indications are for a fair average crop throughout this section. There is but little corn in store here, total estimate being placed at 47,462 bushels, of which about 19,000 bushels grade contract. Corn prices are ruling strong, cash being quoted at 67c, a gain of half a cent over the previous day. Sept. is selling at 67½c, Dec. at 63½c, and May at 66½c.

A special seed train left Toledo on August 14 over the C., H. & D. Road. The schedule called for stops at various points, including Perrysburg, Lima, Piqua, Monticello and many other towns. Experts from the Ohio Agricultural college accompanied the expedition to deliver lectures, and give out the latest and most reliable information to wheat growers respecting the selection of seed wheat.

Rumors are afloat that the Produce Exchange

Building may be sold to the Fifty Associates Co. in the near future, negotiations now being under way looking to that end. Should the deal be finally consummated, it is probable that the Toledo Produce Exchange will remove its quarters to the proposed new 20-story Second National Building when it becomes a reality. There is some opposition to the change, but it is thought that the advantages that will go with a thoroughly modern structure will overcome sentiment in favor of the present quarters, where the Exchange has made its home for so many years.

George D. Woodman, Toledo representative of Rosenbaum Bros. of Chicago, has been admitted to membership in the Toledo Produce Exchange.

The Royal Flour Co. of Toledo, has been incorporated by Charles T. Lambert, Rupert Holland, Alvin G. Mills, Louis H. Gilbert and E. B. Bingham. The concern is incorporated with a capital stock of \$10,000 for the purpose of buying, selling and dealing in flour, grain and feed. The company has a warehouse in Toledo, and a business already established.

The excessive demurrage charges under existing conditions, brought about by the large volume of grain coming in recently and the lack of sufficient storage room to handle it promptly, have caused the question to again arise for solution. At a recent meeting held between local grain interests and railway officials, a solution was attempted. The meeting resulted in an agreement that the facts should be agreed upon, and a test case carried before the Interstate Commerce Commission, where it is hoped that relief may be obtained. Local grain men make no complaint when conditions are normal, but insist that demurrage charges of a dollar per car is unfair and excessive in case of storm, strike, flood, break-down, or a bunching of business. During the past two years much difficulty has been experienced by reason of building improvements, lightning, storms and strikes. This summer the volume has been so badly bunched that it has been impossible to handle all cars within the forty-eight hour limit. The railways have agreed to waive demurrage charges in numerous cases if the Commission interprets the rulings in favor of Toledo grain dealers, and the whole matter will be placed before that body with such an end in view.

That the congestion of grain in Toledo had reached a serious stage was shown by the fact that a motion was recently offered to cease bidding on all grain until the situation should clear. The proposition met with serious objection, and was finally voted down. The action followed the posting of notices on the floor of Exchange by the East Side Iron Elevator announcing its refusal to accept more grain unless an equal amount were first shipped out. The National Milling Co. also reported that it had reached capacity, and other storage facilities were well nigh exhausted. Railroads were served with notices of embargo, and agents instructed to refuse all cars consigned for Toledo. July wheat receipts were the largest for twenty years, amounting to 2,690,000 bushels. Naturally the question of demurrage charges became an important one, as it was practically impossible to handle such a volume of grain as required by the rules. The proposition is not now a menacing one, however, as those in touch with the situation say that the worst is over.

That the raising of alsike is a profitable one is shown by the result of this year's harvest of S. D. Downing, of Findlay, Ohio. From a field of thirty acres devoted to this crop he harvested an average of four bushels, which netted him over \$1,200. The total yield was 145 bushels and 38 pounds.

The Northern King at Toledo arrived from Duluth on July 12 with 100,000 bu. of old spring wheat for the National Milling Co. This was the first incoming grain cargo this summer.

North Dakota crop report for week ending Aug. 5 says copious rains in practically all parts of the state, while in a measure hindering haying and early harvesting operations, has nevertheless been of inestimable benefit in reviving drooping vegetation of all kinds. Average flax crop, now reasonably assured, means about 12,000,000 bushels for the state.

Please be careful in taking cars. See that they are in good condition and properly sealed. Ohio dealer writes C. A. King & Co. that it is unjust for the railroads to insist upon capacity loads and furnish such poor equipment. He says: "We have been furnished very inferior equipment as to cars by the railroad people; they have set in a lot of cars which have been standing on side-tracks, and the sun has so warped the boards that when the cars are loaded the nails give and leakage results. We had a case of a nice, sound-looking car when empty, yet as we were loading it the boards at the side sprung out and perhaps one bushel wheat ran out. We re-nailed the boards, putting cleat under and on the side, hammered the car for further leaks but found none. When the car was finally taken from our track a running switch was made and the bumping of the cars started another leak. We had the car set off and repaired."

## COMMISSION

Messrs. E. Steen & Bros., of Baltimore, Md., have added a grain department to their hay business.

John R. Tomlin will re-enter the grain business in Kansas City and will have offices in the Board of Trade Building.

The Hall-McClure Co., of Peoria, Ill., has been succeeded by the McClure Grain Co., which was formed July 19.

S. T. Graff, for years secretary of the Peavey Grain Co., of Chicago, has formed a connection with Bartlett, Frazier & Co.

G. J., G. E., and E. A. Viehman have incorporated the Viehman Grain Co., of Minneapolis, with a capital stock of \$10,000.

Walter Hovey, recently with W. P. Anderson & Co., of Chicago, has engaged in the grain brokerage business on his own account.

James J. Rodgers, who is associated with the firm of Richardson Bros., in Philadelphia, has become a member of the Commercial Exchange.

H. B. Godfrey, for a number of years with the Peavey Grain Co., of Chicago, has formed a connection with Rumsey & Company as cash salesman.

The Brooks Elevator Co., of Minneapolis, will handle the burned wheat and flour in the mill and elevator of the Bay State Milling Co., at Winona, Minn.

The McClure Grain Co. of Peoria, Ill., has been incorporated to deal in grain. The incorporators are E. S. McClure, C. L. Hardin and L. R. Herrick.

Stephen H. Jones has left A. D. Thompson & Co., of Duluth, Minn., with whom he had been for the past 20 years, and it is reported he will head a new company.

Thomas W. Morehouse resigned his membership in the N. Y. Produce Exchange early in July. Mr. Morehouse was once the active broker for McIntyre & Wardwell.

The Star Elevator Co., of Minneapolis, Minn., has reduced its capital stock from \$200,000 to \$100,000. The officers are Fred C. Van Dusen, president; T. B. Murray, secretary.

The Lima Grain Seed Co. has been organized at Lima, Ohio, to do a general car lot business in grain. William Green is manager of the business, and offices are in 222 Holland Block.

C. E. Patterson, formerly of Battle Creek, Mich., has opened an office in 706 Ohio Building, Toledo, Ohio, and will carry on a general brokerage business in grain, hay and seeds.

The Pacific Grain Company of Winnipeg, Man., suspended business July 20. The firm was well known in Minneapolis and Chicago, doing a considerable grain business in these markets.

W. E. Stewart, for the past four years St. Louis representative of Peavey Grain Co., of Chicago, will hereafter manage the branch in the St. Louis Merchants' Exchange, of Ware & Leland, of Chicago.

Geo. F. Swenson, formerly of the Great Western Cereal Co., of Chicago, has engaged with J. P. Griffin & Co., of Chicago, and will represent them on the floor of the Exchange, also in the western country.

A new grain commission firm has been formed at Minneapolis, which is known as the Johnson-Nelson Grain Co. It is an extension of the firm of Johnson & Olson which has been established for the past twenty years.

The Benson-Newhouse-Stabeck Co., of Minneapolis, has been incorporated with a capital stock of \$100,000. E. N. Stabeck is president; B. F. Benson, vice president; O. T. Newhouse, secretary, and D. Engstrom, treasurer.

Mr. T. Dillen, recently secretary of the Indiana Grain Dealers' Association has severed his connection with that organization and purchased the interest of Mr. Jackson in the Cary Jackson Grain Co., of Indianapolis.

E. A. Beauvais, grain dealer and prominent member of the Chicago Board of Trade, was recently invested with honors of Chevalier du Merite Agricole by the French Government. The honor was awarded for his activity as an officer of the Chicago French Benevolent Society.

C. A. Burks & Co., the "live wire" brokerage and commission house of Decatur, Ill., announces their removal to the ground floor of No. 121 E. William Street, the Wall Street of Decatur. This location is between the Western Union and the Postal Telegraph offices, and the three Board of Trade offices of the city, so that visiting grain men will find it convenient for their headquarters while in Decatur.

Bert A. Boyd, grain dealer, prestidigitator, crop and weather reporter, etc., of Indianapolis, Ind., on July 24 last, celebrated his twenty-sixth year in the Indianapolis Board of Trade. He extended an invitation on that occasion to all his friends to visit and inspect his new quarters at 608 and 609 Board of Trade Building. Favors were announced as "Boyd's Specials" or a red apple, but reports were there were also "other things."



## THE EXCHANGES

Wm. H. Howard has been reelected secretary of the Indianapolis Board of Trade.

A. T. Leonhardt, president of the New Orleans Board of Trade, has been appointed postmaster of that city.

By a rule of the Baltimore Chamber of Commerce, the official quotations for hay and straw are now daily posted on the bulletin board on the floor of 'change at 11:30 a. m.

The weighing department of the St. Louis Merchants' Exchange has succeeded in obtaining a reduction of weighing charges at the Brooklyn Grain Elevator from \$1 to 50 cents per car.

The grain receivers at Indianapolis have recommended to the Board of Trade grain committee that a committee of members be appointed to adjust complaints of shippers about discounts on off-grades.

The Little Rock Board of Trade has protested against leasing the St. L., I. M. & S. R. R. Co's elevator, commonly called the "Bunch Elevator," to the Munn Corn Products Co., as such action will precipitate expensive and prolonged litigation.

The Merchants' Exchange of Seattle, on August 2, passed a resolution fixing the discount on bulk wheat at 3 cents when delivered against sacked contracts. The increase in the differential is due to the higher prices now prevailing for grain bags 8c.

A movement has been started by certain members of the Chicago Board of Trade to take out a permit for a new building before September 1, in order to get the benefit of the 260-ft. limit of height, which after that date will be only 200 feet; but the directors are apparently opposed to hasty action.

New officers of the Hay and Grain Board of Trade, St. Paul, elected on July 20, 1911, are: President, F. J. Brings; vice-president, Theo. Wolff; treasurer, John A. Tierney; board of directors—P. H. Tierney, C. R. Rang, J. H. Dolenty, W. H. Jones, Guy Carleton, F. J. Brings and Theo. Wolff. Theo. Tracey was re-elected secretary by the board of directors.

Following the adoption of the report of the special investigation committee of the Commercial Exchange probing the Liverpool embargo on Philadelphia corn, Samuel L. McKnight, president, has appointed a new grain committee consisting of Geo. C. Shane, C. H. Bell, Sidney Street (all of the old committee), Antonio Sans, Wm. W. Richardson, Jas. L. King and B. Devitt.

A new system of closing trades on the Chicago Board of Trade, which will reduce the amount of money tied up in margins and settle all trades each day, has been formulated by the directors after a year of study and investigation. The plan is to have all trades settled in the clearing house. By this system instead of "ringing up" the trades and tracing deals through three or more houses in order to make them balance, reports of trades will be made each night and the trades settled before the Board opens in the morning. The proposed system was once turned down by a tie vote of the directory and meets with some opposition now.

### CALENDAR DAYS RULE AT ST. LOUIS.

The St. Louis Merchants' Exchange has adopted the following amendment to Sec. 8, Rule VIII:

"In making contracts, a specific time in which shipment or delivery is to be made shall be mentioned. Any given number of days shall mean calendar days, excluding date of sale, in which to load and ship grain to apply on a sale for shipment, or to deliver at the agreed destination grain sold for delivery. Where no specification as to time of shipment is named in the contract, ten days shipment shall apply."

### SCALE EXAMINATION AT MILWAUKEE.

The Milwaukee Chamber of Commerce has a weighing system which the members make every effort to keep to the highest point of efficiency. Tests are constantly being made as well as comparisons of weights at the different scales under the supervision of the Chamber of Commerce, in order to detect any possible variance in weights. Each year the scales are all given a thorough overhauling, and an expert is at present engaged in making such an examination, taking advantage of the lull in the grain business natural at this time of the year.

Another distinctive feature of the weighing and inspection departments is the system by which the condition of cars as to leakage, etc., is noted, from the time of arrival in the railroad yards to the time of unloading at the elevator or other delivery place. Sampling is done by the inspection department employees who note the condition of cars as to leakage, etc., upon a blank provided for that purpose. After sampling, the car is sealed with a Chamber of Commerce seal, and upon its arrival at place of unloading the Weighing Department makes a note of the cars condition, paying especial attention to any signs of the car having

been patched en route. In this way a double check is had on the grain cars from the time of their arrival in the city, to the time of unloading; a service that is very valuable to shippers.

The committee is determined to bring the Weighing Department of the Milwaukee Chamber of Commerce to as near a state of absolute perfection as it is possible to bring it with the aid of practical experience and expert knowledge.

### CONTESTS THE ILLINOIS FEE LAW.

The Chicago Board of Trade has secured a temporary injunction restraining Chief Grain Inspector Cowen from covering into the state treasury the accumulated fees of his office (over \$64,000) and from paying into the treasury from time to time in the future all fees received by him in excess of \$5,000 allowed to be retained by him for current expenses, as provided by the act of July 1, 1911, known as the "fee act."

The act is contested on the ground of its unconstitutionality, the Constitution of 1870, in this particular rendered operative by the act of 1871, guaranteeing to grain producers and dealers "adequate inspection." The act if enforced would deprive the Chief Inspector of sufficient funds to carry his work during periods of slack grain arrivals, the expenses of the office at such times being out of proportion to \$5,000 surplus allowed to be kept on hand at any one time.

### PITTSBURG COMMITTEES.

The following standing committees of the Pittsburgh Grain and Flour Exchange have been appointed by President J. A. McCaffrey:

Executive—Joseph A. McCaffrey (ex-officio), John R. Johnston, R. V. Harper, W. J. Mahood and Phillip Geidel, Jr.

Finance—W. N. Gordon, Ren Martin, John Dickson.

Membership—John Dickson, S. R. Patterson, William Faloon.

Rooms—John R. Johnston, Charles Kellner, A. H. Sunshine.

By-laws—W. W. Beatty, W. P. Hodill, William Zang, D. N. Glass.

Grain—J. N. Daker, W. W. Beatty, J. A. Clarke, C. V. Herb.

Hay—W. J. Mahood, A. J. Gosser, J. T. Austen, John Schmidt.

Flour and Feed—F. W. Schomaker, Jos. Campbell, William Beehner.

Price Current—John Floyd, J. T. Austen, Alfred Lawton, W. F. Heck, John Dickson, T. J. Elwood, Ren Martin, John Schmid, William Leubin, Geo. C. Jaegers, W. J. Mahood, J. C. Moore.

Railroads—A. A. Geidel, Samuel Walton, R. E. Austen, H. G. Morgan, W. A. McCaffrey.

Terminal Elevator and Warehouse—R. V. Harper, D. V. Heck, J. C. Moore, R. S. McCague, R. E. Austen, J. A. A. Geidel, Samuel Walton.

Scales and Weighing—W. N. Gordon, Louis Veihl, James Brown.

Daily Market Report—Ren Martin, John Dickson, John Floyd.

Arbitration—William Henry, Elmer Guyton, H. B. Oursler, Henry Schnellbach, R. A. Sheets, P. M. Pfeil, C. V. Herb, George Vallowe, C. N. McKee, John Kirsch, George Moore, J. A. Letsche, E. P. Junker, Henry Henning, J. C. Gillespie.

### NEW INSPECTOR AT PHILADELPHIA.

The Philadelphia Commercial Exchange has re-appointed Capt. John O. Foering, chief grain inspector at Philadelphia, vice Wm. J. Duffy. Capt. Foering was until a few years ago chief inspector for the Exchange and held that office for twenty-five years with distinguished ability which made that market one of the most certain as to inspection in this country.

Frank E. Marshall, secretary of the Commercial Exchange, in discussing Captain Foering's return has said:

"In speaking of veterans, one is apt to link the title of veteran with that of an incapacitated or superannuated individual, but there is no evidence of age or the infirmities of that period of existence to be found in the chief inspector whom Philadelphia has again honored. His step is as light and his grasp of hand is as firm as it was when he left the service nearly ten years ago; his eye is as bright and his brain is as keen as when he marched with the returning victors from the Southern battlefields in the stirring days of '65. It is fitting to remember that as a boy the new chief volunteered and entered upon the service of his country just as cheerfully and courageously as he has now taken up afresh the cares of official life, and the rank with which he left the army has made him conspicuous in the organization that perpetuates the glories of the fateful five years of 1861-65—the Loyal Legion.

"It is a good thing for the shipping public in the West to know that Philadelphia has its old inspector, whom the older houses will remember as a fair man to both shipper and receiver, and whose name is a guarantee of honest grading."

With Capt. Foering's return, who may be said to

be the Father of the "Uniform Grade Rules," having been the first president of the Chief Grain Inspectors' National Association and having presided at the first two meetings of that Association held to formulate those rules, the Commercial Exchange has decided to adopt the moisture test for corn and to make some changes in grades which the members would like to have in line with the Uniform Grade Rules of today. The grain committee has been empowered by the Exchange to take up the question of altering the rules and grades.

### RICHMOND GRAIN EXCHANGE.

The Richmond Grain Exchange, Richmond, Va., has elected officers for 1911-12 as follows:

President, C. W. Wingfield.

Vice-president, J. E. Cox.

Executive Committee—W. F. Richardson, Jr., N. R. Savage, John R. Cary, H. G. Carter, W. R. Johnston.

Arbitration Committee—John F. Jacob, Nat Frazier, W. F. Richardson, Jr., W. F. Green, J. E. Cox, Jr.

New Members Committee—George D. Mayo, W. W. Lefew, W. G. Bragg, R. M. Smith, John F. Jacob.

Appeals Committee—John R. Cary, B. Lorraine, S. T. Beveridge, William P. Wood, W. M. Lewis.

Trade Committee—W. R. Johnston, W. T. Selden, W. M. Lewis, H. G. Carter, J. J. Lindsay.

Hay Committee—R. L. Chenery, H. E. Kasten, E. B. McGeorge, W. C. Todd, J. E. Cox, Jr.

Grain Committee—S. T. Beveridge, W. G. Bragg, S. R. Gates, W. T. Selden, Edward Alvey.

Quotations Committee—H. G. Carter, Edward Alvey, John F. Jacob, John R. Cary, J. E. Cox, Jr.

### CHANGES IN EXCHANGE MEMBERSHIP.

**Chicago.**—Secretary Geo. F. Stone reports the following changes in membership of the Chicago Board of Trade during July last: New members—John A. Hawkinson, Frank Kimball, Fred G. Heinriller, Truby N. Aborn, Geo. L. Bowman, Edwin O. Moffatt, Chas. Goldstein, Stephen W. Wilder. Transferred—Henry Crossman, W. J. Young, Albert J. Kempner, Geo. S. Spencer, Lewis J. Bowman, C. E. Caldwell, John W. Snyder, estate of L. B. Roland.

**Duluth.**—Secretary Chas. F. MacDonald reports that John H. Ball of Duluth has been admitted to membership in the Duluth Board of Trade and that C. E. Mershon has withdrawn.

**Kansas City.**—Secretary E. D. Bigelow reports that G. W. Lincoln has been admitted to membership in the Kansas City Board of Trade in place of S. M. Berd; E. T. Emmons, on transfer from Henry Larsen; John R. Tomlin, on transfer from F. R. Warrick; and R. J. Pendleton, on transfer from Finly Barrell.

**Milwaukee.**—Secretary H. A. Plumb reports the following are the changes in membership in the Milwaukee Chamber of Commerce during the month of July, 1911: Members admitted—E. W. Bailey, Oscar C. Bader, A. J. Virmond, John K. Comstock, Otto E. Schulz. Memberships transferred—J. S. Mansfield, deceased, Ralph M. Friend, L. W. Gifford, Wm. W. Allis, Frank L. Howe.

**Minneapolis.**—Assistant Secretary E. S. Hughes reports the following members admitted during July, 1911, to Chamber of Commerce, Minneapolis: John A. Nelson and David N. Winton.

**Peoria.**—Secretary John R. Lofgren of the Peoria Board of Trade reports that the McClure Commission Co. has been elected to membership in that body.

**St. Louis.**—Secretary Geo. H. Morgan reports that the following new members received into the Merchants' Exchange in July: Edward Harold Hunter, of the firm of Taylor-Hunter Grain Co.; Wm. T. Brooking, of W. L. Green Commission Co.; and Henry Heinrichsmeyer, feed store, by transfer from W. D. Grant; L. C. Herman and Henry Heinrichsmeyer, Sr.

Rumsey & Company recently removed their general offices from 97 Board of Trade Building, Chicago, to rooms 80 and 81 same building. The firm had been in their former location very many years, but will have more space in their new offices to accommodate the needs of their large business.

The Alder-Stofer Grain Co. recently succeeded the Alder Grain Co. at Buffalo, N. Y. The firm is now composed of W. W. Alder and T. J. Stofer and the business will consist as formerly of merchandising of grain, buying in the west and selling in the east. They will continue, as formerly, to make a specialty of consignments. Offices remain the same in the Chamber of Commerce Building.

Commons & Co., of Minneapolis, Minn., have announced that on the expiration of the present crop year they will retire from the grain business. The members of the firm, Frank W. Commons and Howard W. Commons, state that their object in retiring is solely to be relieved of a part of the responsibilities associated with an active business life of practically 30 years. They will retain the ownership of the Columbia Elevator Company.



## HAY AND STRAW

Alfalfa is now being successfully raised in Maine.

On August 2 hay sold at \$30 per ton in Racine, Wis.

It is reported that the hay crop in Illinois is short this year.

Most of the hay in Maryland is hardly worth the harvesting.

A magnificent hay crop will be obtained in the province of Manitoba, Canada.

The erection of an alfalfa meal mill at Newman Grove, Nebr., is being talked of.

The hot dry weather has brought about a short hay crop throughout Massachusetts.

The hay crop has never been known to be lighter in Ontario, Canada, than it is this year.

The prices on timothy, alfalfa and mixed hay range from \$15 to \$20 in Nashville, Tenn.

Hay is scarce and the price is high in Indiana. Between \$18 and \$20 a ton is the prevailing figure.

R. D. Cole has purchased some land near Delano, Cal., with the intention of erecting an alfalfa mill.

The hay crop in Washington, Montana, Colorado, Utah and Nebraska promises to be above the average.

Pittsburg reports receipts of all grades of hay below the average and demand active and a slight advance.

An alfalfa mill will probably be erected at Billings, Mont., by the Great Western Milling Co., of Denver, Colo.

Though in some places the hay is reported to be of a fine quality; still throughout New York the crop is very light.

Throughout most of the eastern states the hay crop has suffered considerably from unfavorable weather conditions.

Delaware, Pennsylvania, Connecticut and West Virginia are all suffering from a light hay crop due to the hot, dry weather.

A new cutter has been installed in the alfalfa feed mill at Chico, Cal., which will give the mill a capacity of sixty tons per day.

A big crop of native hay is being harvested in the region around Silver City, N. M. A large yield of cultivated hay will also be cut.

In Ohio the timothy hay crop is reported to be almost a complete failure. Many places will not have more than a tenth of a crop.

Henry P. McLaughlin, who has been in the hay and grain business at Cambridge, Mass., for the past five years, has sold his business.

Prizes are being offered by the Chamber of Commerce of Ellensburg, Wash., for the best alfalfa, wheat, timothy, clover and barley brought in.

The general report from the entire state of Oregon is that the hay crop is unusually fine. In many places increased acreage has been sown to alfalfa.

The American Hay Company has made arrangements to handle its hay business in South Florida through Tampa. Harmon & Hudsey are its agents.

At Arvon, Va., an alfalfa club has been established to bring about better crops of alfalfa. About forty such clubs have been organized in that region.

A new hay market will be established on Clinton street, Fort Wayne, Ind. A scale house, rest room and weighmaster's office will be established in connection with it.

Choice timothy hay is retailing at Milwaukee for \$30 per ton, the highest price in years. The receipts are very light as the farmers are holding it for their own use.

George N. Reinkardt & Co., hay and grain dealers of the Borough of Bronx, New York City, will replace their warehouse which burned late in June by a larger structure.

Dr. James Withy, comr., director of the experimental station at the Oregon Agriculture College at Corvallis, Ore., believes that the total hay crop will be 1,160,000 tons this year as against 900,000 tons last season.

J. W. Jeffrey, the State Horticultural Commissioner of California, has issued a warning to the alfalfa growers of that state to be on their guard against the alfalfa weevil which has already obtained a foothold in Utah.

The alfalfa meal plant of the Grange Co. at Modesto, Cal., was recently damaged to the extent of between \$200 and \$300 by a fire which started in dust around the dust collector. The blaze was extinguished by the company's private fire department.

A haymakers' association has been organized at College Station, Texas. It will have only a temporary organization until the meeting of the Farmers' Congress in 1912. The temporary officers and executive committee are as follows: President, H. W. Ferrin of Ford County; vice-president, O. P. Lawson of McGregor; secretary-treasurer, H. M.

Bairrer of Amarillo; executive committee—H. M. Ferrin, H. Bairrer, W. E. Cauter and M. H. Hagerman. Sixteen charter members were enrolled.

In order to encourage the extension of the area under alfalfa in the irrigation belt in Alberta, the Canadian Pacific Railway has offered for competition among the farmers on irrigated lands prizes amounting to \$750 for the best ten acres of alfalfa grown in 1912.

The report comes from El Centro, Cal., that the California-Mexican Land & Cattle Co. is engaged in irrigating its great alfalfa fields below the international line. During the recent insurrecto troubles work had to be abandoned thereby seriously endangering the crop.

The Illinois Alfalfa Growers' Association was recently organized at a meeting of the alfalfa growers of the state on one of the farms of A. P. Grout near Winchester, Ill. A. P. Grout is president; Eugene D. Funk, vice-president; Perry Stone, secretary, and J. F. Prather, treasurer.

In Arizona the same insect that has been playing havoc with fruit trees has attacked the alfalfa also. Entomologist Morrill of the Horticultural Commission says the insect is a variety of the well known rose beetle, which breeds well in grass sod on sandy soil, and succumbs to a nicotine or arsenate of lead spray.

The embargo on the N. Y. Central Line at Melrose Junction was cancelled on July 25, and shipments will be accepted of hay consigned to Melrose Junction for track and warehouse delivery, but cars so consigned will not be reconsigned to other stations in New York City or Brooklyn during existence of embargo against such stations. Cars received at Melrose Junction for track or warehouse delivery will be subject to car demurrage and track storage charges. The P. & R. embargo on all shipments of hay consigned to all consignees at Baltimore, Md., or Hiller Station, Baltimore, Md., Western Maryland R. R. delivery, is extended to include all shipments of straw for all consignees at destinations noted, except when specifically consigned for track delivery. The Erie R. R. has cancelled the embargo on hay consigned to Long Dock, Jersey City, or to New York City for lighterage delivery.

### CANADIAN HAY FOR THE STATES.

From private advices received from Ontario points west of Toronto, we learn that some large transactions have been put through in Canadian hay for American account, one private despatch reporting contracts of 1,000 cars on p. t. to be delivered between now and the end of the year; but the prices said to have been paid were \$11.00 to \$12.00 per ton f. o. b. It is now certain that the hay crop of the United States is very short, some authorities placing it at 25 to 30 per cent below an average yield. The English markets are all firmer and higher with the exception of Glasgow. Liverpool is higher by 5s to 7s per ton, London has advanced 8s to 10s, Manchester and Bristol have advanced 7s per ton.—Trade Bulletin.

### CANADIAN HAY CROP.

The bulk of the new crop of hay in Canada has been gathered in good condition, says the Montreal Bulletin, the quality being much better than that of last year. The crop consists chiefly of timothy. There is a considerable quantity of old hay left over that is of poor grade and sold about August 1 at \$7.50 in the Montreal market. New No. 1 pressed hay was at the same time selling in the country at \$10 f. o. b. The best grades of old hay were never cleaned up more closely at the commencement of a new season than they are now; and the few cars of good old No. 2 hay that are available are easily worth \$12.50 in Montreal, while Americans have paid that price and over at country points. Old clover mixed is still going forward to England, and still more would find a market there if ocean space were available.

### MICHIGAN HAY DEALERS.

The Michigan Hay Association met at Saginaw on August 2 and 3. The feature of the session of August 2 was the address of Hon. Jos. W. Fordnay, opposing the reciprocity agreement. The Association placed itself on record as opposed to the pact on the ground that with free hay Canada would usurp the Eastern hay market to which Michigan now ships.

The Association appointed F. F. Kleinfeld of Saginaw as association attorney. This is the first time the Association has ever employed permanent counsel.

There were addresses on the newly organized Tri-State Hay Dealers' Association, which includes Michigan, Indiana and Ohio, by President Cutler of Adrian, and S. W. Kemp of Spencerville, Ohio. Geo. F. Dimond of Mayville gave an address on crops and conditions. The report of the committee on arbitration and investigation was presented by F. E. Nowlin of Albion. Secretary E. C. Forrest of Saginaw gave his annual report, showing the good condition of the organization.

The election of officers was as follows: Presi-

dent, J. A. Heath, Lenox; first vice-president, F. E. Nowlin, Albion; second vice-president, John McAllister; secretary-treasurer, E. C. Forrest, Saginaw (reelected); directors—George F. Dimond, Mayville; H. J. Hankin, Elsie; and A. E. Cutler of Adrian, who will act with D. L. Laur of Saginaw; W. L. Dibble of Shepherd, and G. J. Brum of Lansing.

### THE HAY SHEDS COMPANY.

The organization of the Pittsburg Hay Sheds Company of Pittsburg, Pa., was completed on August 1. The purpose of the Company is to add to the hay facilities of Pittsburg by the erection of hay sheds on the P. & L. E., B. & O. and Pennsylvania Railroads. On the first two named roads the sheds will have a capacity of 50 cars each, while on the Pennsylvania the capacity will be 150 cars.

The capital stock of the Company is \$10,000, fully paid up, and officers are W. A. McCaffrey, president; D. V. Heck, vice-president; R. E. Austin, treasurer; J. A. A. Geidel, secretary. The directors include the above-named officers, and also H. G. Morgan, J. C. Moore and Samuel Walton. The headquarters of the Company are at Room 711, Wabash Building.

Work will be commenced very shortly on the construction of the sheds which are badly needed; and when they shall have been completed the Pittsburg Grain and Flour Exchange will supervise the weighing and inspection of the stock handled through the sheds.

### HAY IMPORTERS' CLAIMS.

The preliminary diplomatic convention passed in August, 1910, between the Hon. Mr. Bryce, British Ambassador at Washington, and Hon. Mr. Knox, Secretary of State, to submit to arbitration the pecuniary claims pending between Canada and the United States, has been finally concluded, says the Hay Trade Journal, and the two representatives signed the first schedule and agreed on their submission to the arbitrators.

Among the claims are those for overpaid duties on hay exported to the United States between July, 1866, and April, 1882. At that time the government of the United States was imposing a rate of 20 per cent ad valorem, whereas the tariff stipulated a rate of only 10 per cent ad valorem. The matter was taken to the Supreme Court of the state of New York, and that court rendered a decision favorable to the Canadian exporters, but the United States government refused to repay the amounts overpaid on shipments made during that particular time, and refused to acknowledge prior claims.

The final convention and schedule attached will be submitted to the Senate of the United States for ratification.

### ADULTERATION OF ALFALFA HAY.

On or about January 28, 1910, the Nebraska-Colo-rado Co., of Lexington, Nebr., shipped from the state of Nebraska into the state of Georgia a consignment of 20,000 pounds of alfalfa hay. T. G. Hudson, commissioner of agriculture for the state of Georgia, acting by authority of the Secretary of Agriculture, caused a sample from the above shipment to be procured and examined, and the product was found to consist in part of musty, moldy and decomposed alfalfa hay. As the findings of the analyst and report made indicated that the product was adulterated within the meaning of the Food and Drugs Act of June 30, 1906, and liable to seizure under section 10 of the act, the said commissioner of Agriculture reported the facts to the United States attorney for the Northern District of Georgia.

In due course a libel was filed against the hay, and on hearing, no claimant to the above product having entered an appearance, and no answer having been filed, the court found the allegations of said libel to be true, and issued a decree condemning the hay and ordering its destruction, which order was forthwith executed.

### NEW YORK HAY DEALERS.

The New York Hay Dealers' Association, at Syracuse, on July 22, elected the following officers: President, Grant Cole, Ithaca; vice-president, Samuel L. Strough, Lafargeville; secretary and treasurer, Willis Bullock, Canajoharie; directors for two years, D. S. Wright, Weedsport; E. A. Dillenbeck, New York; L. S. Strough, Lafargeville; B. A. Dean, Auburn.

The important feature of the session of July 21 was an address on the breeding of timothy hay by Prof. H. J. Webber of the New York State Agricultural College.

### SHORT WEIGHTS.

On the second day (July 22) Chas. J. Austin of New York addressed the Association on short weights. He said:

"A year ago, I very well remember, your president asking me, before the convention then assembled, what could be done about the short weight question in the New York market, and my answer was, 'Nothing.' This answer I felt at the time did not really cover the situation, and I was sure of it



only recently when he again called my attention to the subject and requested me to prepare a paper to be read at this meeting. He, as well as every member of this Association, or, in fact, any shipper who ships his hay to New York city, has a perfect right to know the exact facts regarding the whole question; and I am here today to give them to you.

"Some members who are present no doubt have been in the New York market longer than myself, both as shippers and receivers, yet I can go back to 1884, and from that date even until now the question of short weights on hay has been a most troublesome one.

"I believe there is upon the statute books of the state of New York a law which permits many things when applied to a bale of hay; and while it is not within my province to criticize our lawmakers, the fact still remains that if a purchaser insists upon 105 lbs. of hay, if the bale is so marked, he is without question or doubt entitled to his just due. And if we had accepted this as a basis upon which all sales were to be made, the trade many years ago would have been much nearer to doing business right than they have.

"I can remember, and many of you can as well, when a bale of hay carried twenty to thirty pounds of wood. The new process of baling did away with the wood, and it seems a way, whether intentionally or otherwise, was sought to make up this deficiency, which resulted in plenty of hay coming to the New York market showing a shortage of from ten to thirty pounds per bale; and I regret to state that I, as well as many others, tried to put such weights through.

"As the situation progressed, it was found that on or about January, 1906, the Retail Dealers' Association of New York really intended that as an Association they would demand at an early date net weights on hay. The New York Hay Exchange met them through a committee, and the following agreement was effected under date of February 15, 1906:

"Agreement reached Feb. 15, 1906, between the Retail Hay and Grain Dealers Ass'n and a committee appointed with power from the N. Y. Hay Exchange Ass'n, as regards the allowance for weight on hay and straw purchased from the members of the N. Y. H. E. Ass'n:

"That on and after May 1, 1906, it is agreed that a member of the N. Y. H. E. Ass'n shall allow to members of the R. H. & G. D. Ass'n all short weights over 1 per cent, and that it is understood that if hay and straw is to be reweighed it must be so agreed upon on date of sale, said weights to be tested before removal and at expense of purchaser.

"It is further agreed that the members of the R. H. & G. D. Ass'n shall exact the above terms on all hay and straw purchased from others not members of the N. Y. H. E. Ass'n, and that the agreement is to remain in force a period of five years from May 1, 1906.

"Said agreement expired May 1, 1911, but is now tacitly continued as being the best that could be devised with the means at hand. Under this agreement the New York Hay Exchange has saved to shippers 1 per cent of all the short weight that has been found by weighing their hay.

"Now, has it worked out? For the sake of argument, or as a fact, we all admit that the system is not ideal by any means, yet it is the best that can be had at present. The New York Hay Exchange has weighed or tested in the past two years over 12,000 cars of hay, on various roads, and the average shortage has been reduced to a minimum, which clearly shows that they can be weighed correctly and that the 1 per cent allowed for shrinkage is weighed correctly when baled.

"This is most apparent this year, as we have dealt in new sections where they have not heretofore shipped to New York extensively since hay has been tested. The shortages from these sections are away above the average. It has been said that the testing of hay has been the means of fostering a sort of graft among retail dealers, and be that as it may, the present system is one that is the basis of settlement between the shipper, receiver and the carrier and has reduced the filing of claims from any direction to a minimum.

"This paper is not in defense particularly of the agreement, but intended as a clear explanation of its workings, and I for one am open to a better adjustment if it can be found, and I am sure every receiver would co-operate as well.

"Recently, through a city ordinance, activity as regards correct weights on hay has received the serious consideration of the authorities, and it behooves all hay men, whether they are shippers, receivers or retailers, to get together and devise some method of handling his commodity that will come within the law and be fair to all.

"I suggest no recommendations, yet it is possible a joint committee of shippers, receivers and retailers might devise and agree upon something better."

The convention voted to ask the Attorney-General for his interpretation of the present law, which provides that all baled hay must be marked with the name of the shipper.

There were other addresses on "shop" topics and a pleasant "smoker" on July 21.

## COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL.B., of the Chicago Bar.]

### Shipper Must Stand Mistake in Quotation of Rate.

A shipper made inquiry at a railroad station in Kansas for the freight rate on wheat in carload lots from that point to one in Texas, telling the agent that this information was desired in order to fix the price to a customer at the latter point. In answer to the inquiry he was informed that the rate was 31 cents per hundred weight. Relying upon this information he fixed the price, and sold two car loads of wheat and shipped it to the Texas point, where an additional charge of 12½ cents per hundredweight was made and collected, making 43½ cents per hundredweight on the shipment, which was the regular tariff rate on file with the interstate commerce commission.

The mistake in quoting the rate was unintentional and not fraudulent. The Supreme Court of Kansas holds (*Schenberger vs. Union Pacific Railroad Co.*, 113 Pacific Reporter, 433) that the provisions of the interstate commerce act governed the transaction and that the shipper could not recover damages.

### Liability of Carrier for Loss or Conversion of Grain.

In an action for damages for conversion by a common carrier of grain intrusted to it for transportation, the Supreme Court of North Dakota holds (*Taughner vs. Northern Pacific Railway Co.*, 129 Northwestern Reporter, 747) that an inland common carrier is an insurer against loss of property consigned to it for carriage between its receipt at shipping point and arrival at destination, when unaccompanied by the consignor, except through loss occasioned (1) by an inherent defect, vice, or weakness or spontaneous action of the property itself; (2) the act of a public enemy of the United States or of the state; (3) the act of the law; or (4) any irresistible superhuman cause.

On proof of the delivery of the property to the carrier in sound condition and of the failure to redeliver it, a sufficient case is made to sustain a recovery for loss by the shipper and the burden is upon the carrier to exonerate itself from liability in case of loss by showing that such loss was occasioned by one or more of the exceptions mentioned.

To constitute conversion, there must be a positive wrongful act and a wrongful detention of personal property from the owner, or its destruction, or an exclusion or defiance of the owner's right, or the withholding of possession under a claim of title inconsistent with that of the owner. While proof of a demand and refusal to deliver the property or thing may establish conversion in connection with other facts, the demand and refusal are only evidence of conversion when the defendant was in such condition that it might have delivered the property if it would.

### Right of Bank to Proceeds of Bill of Lading.

If a livestock shipper had turned bills of lading with draft attached over to a bank which advanced the money to buy the stock shipped, in order to transfer to the bank title to the stock or to the proceeds, or to secure the bank for its advancements, or in the nature of an order on the consignee for the fund, which, when received, was to be credited on the bank's claim, then, upon the delivery of the bills of lading, the bank obtained the right to receive the payment, and the proceeds were no longer garnishable upon the demand of a third person.

That a bank promised the money or paid checks given by a live stock shipper for stock bought, or that he promised to pay out of the proceeds, did not give the bank any lien or rights in the stock; but if the bank furnished the money on an agreement that the proceeds of the stock were to be set aside or applied to payment, or as security of the bank's claim, or if the legal effect of the manner of shipment and the delivery to the bank of the bill of lading with draft attached vested it as against the shipper with the right to receive the proceeds, another creditor could not garnish the proceeds.

As affecting a creditor's right to garnish the proceeds of a live stock shipment, delivery of the shipment to the carrier and receipt by the shipper of a bill of lading did not transfer to the consignee title to the shipment, nor make them the shipper's debtors, where the bill of lading was not delivered or tendered to them, but was delivered to a bank for delivery to the consignees on payment of the price. If a bank took a bill of lading with draft attached covering a live stock shipment as security, or under an agreement express or implied that it should collect the money due or to become due from the consignee and apply it to the bank's claim against the shipper, no garnishment of the consignees could defeat the bank's

right thus created, the bank's right not depending on its having taken the draft and bill of lading in payment of its claims.

If A. procures money from B. to buy property for resale to C., agreeing that C. shall pay the price direct to B., and the arrangement is known to C., he must account to B. for the price, though B. never had any title to or lien on the property. A consignee's title to a shipment is not complete until the bill of lading has been delivered to him by the carrier or shipper, or until he has accepted the consignment.

In proceedings to garnish the proceeds of a live stock shipment as belonging to the shipper, evidence held, in the case of *What Cheer (Iowa) Savings Bank vs. Mowery*, 128 Northwestern Reporter 7, to sustain an intervening bank's claim under an agreement whereby the proceeds of the shipment had been set aside to satisfy the bank's claim.

### MISCELLANEOUS LEGAL NEWS.

The Farmers' Elevator Co. of Burr, Nebr., is being sued by the Ewart Grain Co. of Nebraska City for alleged breach of contract.

James H. Jones, a grain dealer of Saratoga Springs, N. Y., was recently declared bankrupt, with assets of \$11,900 and liabilities of \$16,702.

The Ohio Hay and Grain Commission Co. of Findlay, Ohio, has filed a suit to recover \$5,538.21 from the Baltimore & Ohio R. R. for alleged overcharges on freight and demurrage charges. There are 118 causes of action.

Sherman R. Morris, doing business as the Minnesota Grain Indemnity Co. of Minneapolis, Minn., recently filed a statement in the United States District Court giving his assets at \$3,093 and his liabilities at \$20,285.66.

A suit has been filed by Holland & Beaumont, of Suffolk, Va., against C. M. Wisely & Co., of Findlay, Ohio., in which they allege that the Findlay Co. failed to fulfill a contract entered into December 11, 1911, to deliver hay and corn.

Following an unsuccessful attempt of the Board of Trade of Kansas City, Mo., to expel Grant W. Kenney, a grain dealer, a year ago, the board has now posted his membership for sale. Mr. Kenney recently filed a suit to prevent such action.

J. H. Carpenter, executor of the W. J. Howard estate, J. B. McLemore, the J. B. McLemore Hay & Grain Co., and the West End Elevator Co. are defendants in a suit brought by the Hermitage National Bank of Nashville to recover \$12,000 on some notes.

A suit for \$1,809.77 has been started by the E. Clemens Horst Co., grain dealer, against the Union Grain & Elevator Co. of Omaha, Nebr., because of the alleged failure of the defendants to return 11,259 sacks in which barley was sold and also the non-payment for some of the barley.

Davis & McClelland are defendants in a suit brought against them by the Ohio Hay & Grain Co. at Findlay, Ohio, in which the plaintiffs allege that the defendants, owners of an elevator at Arlington, agreed to buy grain from them under specified conditions which were not fulfilled.

The Ohio Hay and Grain Co. recently instituted action against the Isaac Harter Milling Co. of Fostoria, Ohio, to collect damages to the amount of \$124.65 alleged to have resulted from the failure of the defendant to properly dry a carload of corn, in keeping with an agreement with the plaintiff.

Mrs. Louise Rogers recently filed a suit against the brokerage firm of Curtis & Sanger of Chicago to recover \$15,000 which she alleges her husband lost while speculating in wheat and grain through the firm. Mr. Rogers lost \$3,500 but the law allows the recovery of three times the amount lost, one-half the amount recovered being paid to the county.

W. A. Thomas & Co., grain brokers of Minneapolis, Minn., have filed a suit in the District Court to recover \$1,250 commission alleged to be due for handling wheat deals for a Canadian Company in July. Between July 7 to 11 the Thomas Co. purchased 200,000 bushels of wheat for \$195,381 and a week later sold it but only received part of the commission from the Pacific Grain Co.

William Lanyon, a wheat and corn operator at St. Louis, Mo., has filed a suit in United States Circuit Court asking that the Chicago Board of Trade and James G. Bennett & Co., brokers, be restrained from forcing him to settle on 205,000 bushels of wheat in which he defaulted to the Peavey Grain Co. The board fixed the price of settlement at \$1.04½ per bushel, but Mr. Lanyon claims \$1.04 was enough on the small amount remaining.

In order to recover freight rebates amounting to \$306.77 on lumber and merchandise shipped nearly six years ago from points in Minnesota, Wisconsin and Iowa to Winnebago, Nebr., the McCaul-Webster Elevator Co. of Minneapolis, Minn., has started action against the Great Northern Railway Co. Owing to the absence of a tariff and the uncompleted condition of the line from Sioux City to Winnebago, the railroad agreed to charge a rate of 5 and 6 cents per hundredweight with the understanding



that they would refund the difference between the rate paid and the regular tariff when it was adopted.

Winnifred H. Armstrong, the Ohio Grain Dealers' Mutual Fire Insurance Association and the Grain Dealers' National Mutual Fire Insurance Co. are the plaintiffs in a suit against the C. H. & D. R. R. to obtain \$5,845.15 damages due to the burning of the elevator at Octa, Ohio, on October 28, 1910. Mr. Armstrong, the owner of the elevator, received the insurance from the two companies but now joins with them against the railroad.

### ARBITRATION DECISION.

The following arbitration decision by the Texas Grain Dealers' Association is kindly furnished by Secretary Gibbs:

*Globe Grain and Milling Co. vs. E. R. & D. C. Kolp.*—[T. M. Sleeper and A. B. Crouch, committee.]

Claim filed by Globe Grain and Milling Co. of Los Angeles, Cal., against E. R. & D. C. Kolp of Oklahoma City, Okla., wherein plaintiff seeks to recover the sum of \$409.94 for losses alleged to have been sustained on seven cars of oats purchased from defendants.

The testimony shows that on July 30, 1910, defendants sold plaintiff five cars, capacity 60,000 lbs. each, of red oats to grade No. 2 at \$1.75 per 100 lbs., sacked in even-weight 160-lb. bags, c. a. f. Los Angeles, Cal., to be shipped on or before Aug. 31, 1910. The confirmation of defendants stipulated Oklahoma even weights and Oklahoma official inspection. On Aug. 12, 1910, defendants also sold plaintiff three additional cars of re-cleaned red oats at \$1.80 per 100 lbs. c. a. f., Los Angeles, Cal., to be in even-weight bags and for shipment on or before Sept. 30, 1910. The last sale was to be of grade equal to the sample submitted by defendants and on which the first sale was made.

Both sales were confirmed by defendants, and the record shows that the oats were equal in quality to samples submitted by defendants. The plaintiff, in letter dated Aug. 12, 1910, refers to the sample as being satisfactory, said sample being marked "Marsh"; and we, therefore, find that oats equal to this sample were contemplated by both parties.

The oats were shipped by defendants. On arrival plaintiff wired the defendants that seven cars were not up to contract, stating that they had not been properly re-cleaned and that they contained foreign seeds. Much correspondence was had between the parties, but no agreement was reached. The plaintiff then unloaded the seven cars, and on Oct. 5, 1910, rendered a bill to defendants for \$409.94 for shortage, re-cleaning and handling. This bill defendants declined to pay, and on Jan. 14, 1911, the claim was filed before this board by mutual agreement.

The plaintiff has submitted samples of the oats taken from the various cars, as well as a part of the original sample, "Marsh," on which sales were based. The plaintiff also submits weights on the seven cars, showing a shortage ranging from 300 lbs. to 840 lbs. per car; but this statement does not show whether the weights reported are gross, to include the weight of the bags, or not exclusive of the weight of the bags.

It is the custom of the grain trade in Texas and Oklahoma that the weight of the bags used shall be included as a part of the grain weight. Plaintiff does not submit affidavit to the weight of the seven cars at destination. The plaintiff makes claim for the shortage in weight, for cleanout of four pounds per sack on 2,450 sacks, at contract price, and for cost of cleaning at 5c per 100 lbs., all amounting to \$409.94.

The defendants furnish testimony from parties who loaded the oats that they were all sacked in even-weight bags, accurately weighed, and re-cleaned at the shipping point in Oklahoma. We have also compared the samples as submitted by plaintiff, and it is our opinion that the oats shipped were fully equal to the sample marked "Marsh," and on which the sale was based.

We do not think plaintiff should recover the cost of cleaning and handling, where same was done without the express consent of defendants. If the oats did not equal the sample, then it was clearly the duty of plaintiff to reject same on arrival; and before any expense was incurred in re-cleaning, plaintiff should have obtained the consent of the defendants for so handling the shipment. This is a rule well established in the grain trade.

We do not find enough foreign seeds in the sample submitted to warrant refusal of the oats on this ground. The samples of foreign seeds submitted to us and alleged to have been taken out of the cars are composed largely of black dirt in very fine particles and is not more than can usually be taken out of any re-cleaned oats that are grown on the black lands of Texas and Oklahoma.

For the above reasons we will render judgment in favor of defendants and assess the cost of this arbitration to the plaintiff; and the secretary is directed to return the deposit fee of defendants.

## CROP REPORTS

Louisiana will probably have a large corn crop this year.

In Oklahoma, even the corn has been benefited by late rains.

Pennsylvania, New York, Maryland and Virginia will produce about 50,000,000 bushels of wheat.

Moisture conditions and the weather are reported to be exceedingly favorable for plowing and planting in Argentine.

The report that the oats crop in Illinois was a failure does not prove to be true, as the crop will apparently be average this year.

At least a normal crop of corn is predicted for Nebraska, while in some sections the winter wheat will be a good deal more than an average crop.

The latest report from California states that there will be a yield of 26,000,000 bushels of wheat as compared with 17,000,000 bushels last year.

The state grain inspection department of Minnesota reports that much smut is present on the first wheat and that the kernels are shriveled.

Dr. S. A. Forbes of the University of Illinois is conducting experiments to check the chinch bugs which are leaving the wheat fields and attacking the corn.

J. H. Hall, commissioner of agriculture and industry in Montana, states that the wheat crop in that state this year will probably be double what it was a year ago.

The wheat yield, according to the Michigan August report, is 18 bushels per acre, the same as last year. Rye is 14 bushels, against 15 a year ago, and corn 82, against 91.

The Michigan wheat crop this year will range about 15,000,000 bushels, 2,000,000 more than in 1910. Rye, corn and barley yields will run higher than usual but oats will fall short.

Secretary Coburn of Kansas says the wheat crop of that state this year measures 51,365,000 bus., the smallest crop since 1899; corn acreage 15% less than in 1910 and condition out 54.3.

The Missouri corn condition is 61.2 per cent as against 83 in July and 82 last August. Wheat yield is 15.2 bushels per acre, against 13.2 last year; while oats is 17.6, against 25 a year ago.

Farmers in Kane County, Ill., report serious trouble with the army worm and grasshopper. In some places oats and wheat depreciated 50 points in a single night on account of the ravages of these insects.

This is reported to have been the best season in many years for crops throughout Canada. The 1911 crop will yield 183,312,337 bushels of wheat, 169,794,800 bushels of oats and 27,638,784 bushels of barley.

Wheat cutting in Minnesota is progressing and the yield will range from 15 to 25 bushels an acre. The quality is better than last year. Oats and barley in some sections are poor. The corn crop promises to be large.

According to the report of Secretary Gibbs of the Texas Grain Dealers' Association, most of the corn crop in that state is lost beyond redemption. There is also a heavy loss on wheat, oats and hay. The farmers will probably endeavor to recoup with forage crops.

Much apprehension is being caused by the appearance of the Hessian fly in almost every county of Pennsylvania. The wheat crop this year will be only about 70 per cent of the normal on this account. Grasshoppers have also made their appearance in the alfalfa of some localities.

Chief Grain Inspector C. J. Holst estimates that the hay and grain yield of Washington will be as great if not greater this year than last, although there has been but little increase in acreage. Oats and barley will also show an increase, most of it having escaped the effect of the hot weather.

The Iowa crop report gives corn at 69, compared with 102 in July, 90.5 in August last year and a ten-year average of 85. The oat crop is 110,000,000, or 71,000,000 bushels short of the government figures last year. Wheat is 9,000,000 bushels, or about the same as last year. Rye and barley show a decline.

P. S. Goodman, with Clement, Curtis & Co., Aug. 9, says: "Our reports on the conditions of corn at the end of last week show a general improvement since the rains compared with reports from the same locality ten days previous. There is a gain of 3 points on the average in Indiana, Illinois and Missouri, a gain of 2 points in Iowa and a gain of 4 each in Kansas and Nebraska.

The joint worm has damaged the wheat crop to the extent of 5 per cent and the damage attributed to grub worms in the corn is about 11 per cent, according to the report from Ohio. The wheat crop is estimated at 26,874,000 bushels or 90 per cent of an average as against 31,000,000 bushels last year. Oats prospect is 79 per cent of an average on an area of 2,986,000 acres against 108 last August, and

a crop of 65,000,000 bushels. The hay prospect is 60 per cent of an average.

### INTERPRETATION OF CONDITION FIGURES.

The Bureau of Statistics has this year for the first time given a quantitative interpretation to its monthly figures relating to the condition of growing crops; that is, has indicated the yield which the condition figures suggest. Much interest is manifested as to the method used in making such interpretations.

It is assumed, in the first place, that average conditions at any time are indicative of average yields per acre; that conditions above an average at any time are indicative of yields above the average; and conditions below the average at any time are indicative of yields below the average. If at any time the condition for a growing crop is 5 per cent above the average condition for such time, it is assumed that the yield is more likely to be 5 per cent above the average yield than any other amount. If the condition at any time is 10 per cent below the average for such time, it is assumed that the yield is more likely to be 10 per cent below the average than any other amount.

As a growing crop progresses toward maturity, its relation to an average condition is almost constantly changing; if the growing period becomes more favorable than the average, the prospects improve and the indicated yield enlarges; as the growing period becomes less favorable than the average, the prospect diminishes and the indicated yield lessens.

In interpreting the condition figures it is necessary to determine what is an average condition at any time and what is the corresponding average yield. Different results will be obtained by using different bases. For instance, the condition of spring wheat on July 1 in the last five years (84.5 per cent of normal) averaged nearly 4 per cent lower than the average for the last ten years (87.8); and the average yield per acre in the last five years (13.5 bushels) is about 2 per cent lower than the average for the last ten years (13.8 bushels).

The objection to a ten-year basis for determining either the average or normal yield of crops is that there is a gradual tendency of the average or normal yield per acre for the United States to increase from year to year, and therefore an average based upon a long series of years will be too low. For instance, the calculated equivalent of 100 condition for winter wheat at harvest time in the last three years averaged about 18.3 bushels, the average of the last six years was about 18.6 bushels, and for the last ten years, 17.9 bushels.

On the other hand, a five-year basis includes so few years that one extreme or abnormal year in the 5 may so affect the average as to make it not representative of general average condition. For instance, the yield per acre of flaxseed in 1910 was abnormally low, 4.8 bushels, as compared with 9.4 in 1909, 9.6 in 1908, 9 in 1907, and 10.2 in 1906, the average of the five years being 8.6, which is lower than any year included in the average except 1910; the year 1910, therefore, ought to be omitted in obtaining a figure representing average conditions.

After a study of the results obtained from using five years and ten years, respectively, for basing an average, the advantage is found to be slightly in favor of the five-year basis. In using the five-year basis, however, it is proper to omit years of abnormal conditions.

The process in the interpretation may be explained by an example. The condition of corn on July 1, 1911, was 80.1 per cent of a normal condition; in the last five years the condition has averaged 85 per cent of a normal condition; thus the condition on July 1 is 5.8 per cent below the average condition (80.1 being 94.2 per cent to 85), and suggests a yield of 5.8 per cent below the average. In the last five years the yield averaged about 27.1 bushels; 94.2 per cent of 27.1 bushels (94.2 X 27.1) is nearly 25.5 bushels; therefore conditions are said to indicate a yield of 25.5 bushels. That is, if the condition of the corn crop be 5.8 per cent below the average at harvest time, a yield of 25.5 bushels is the most reasonable expectation; if less than the average adversity befall the crop before harvest, a larger yield may be expected; if more than the average adversity befall the crop, a yield less than 25.5 bushels may be expected.

Another method of interpretation of the Bureau's condition report has been used by some private statisticians, which may be explained here briefly by an example. The condition of the corn crop on July 1, 1911, is 80.1 per cent of normal; the average condition of the corn crop on October 1 for the last five years has been 80 per cent of a normal; thus the condition on July 1 (80.1) is 0.1 per cent above the average condition (80) on October 1 (the October report being the nearest to harvest condition). The average yield being 27.1 bushels, 0.1 per cent above average would be nearly 27.1 bushels, the yield indicated on this basis, as against 25.5 bushels indicated by the method adopted by the Bureau of Statistics.

The difference between the two methods is this:



By the one adopted by the Bureau it is assumed that from July 1 to harvest the average amount of variation will occur. (The five-year average condition on July 1 is 85 per cent of a normal; the five-year average condition on October 1 is 80). By the other method it is assumed that no variation in condition will occur, notwithstanding that in the last five years the average change has been from 85 to 80, or a decline.

The difference between the two methods of interpretation may also be shown as follows, using the same example: The average condition of corn July 1 is 85 and the average yield 27.1, hence the equivalent of 100 on July 1 is 31.9 bushels (27.1 X 100 divided by 85); hence a condition of 80.1 on July 1 indicates a yield of 25.5 bushels (31.9 X 80.1, divided by 100). This is the method adopted by the Bureau of Statistics.

The other method referred to, used by some statisticians, is as follows: The average condition of corn on October 1 (the condition report nearest to time of harvest) is 80 per cent average yield, 27.1 bushels; hence the equivalent of 100 on October 1 (27.1 X 100, divided by 80) is 33.9 bushels; this equivalent of 100 is used throughout the growing season as the equivalent of 100, and hence on July 1 when the condition is 80.1 it is interpreted as indicating a yield of 27.1 bushels (33.9 X 80.1, divided by 100).

The difference between the two methods is that the one adopted by the Bureau allows for the natural variation as the season progresses, while the other does not.

It may be pertinent to observe, in considering the interpretation of crop condition figures, that the higher the condition of a crop the more sensitive it is; that it, liable to a decline before harvest. For example, of the last ten years, the five which give the highest condition of winter wheat on May 1 averaged 91.8 per cent of normal, and the remaining five years of lowest condition on May 1 averaged 80.3. The five years which averaged 91.8 per cent on May 1 averaged 83.2 per cent on July 1, a drop of 8.6 points, or 9.4 per cent; the five years which averaged 80.3 per cent on May 1 averaged 79.6 on July 1, a drop of only 0.7 point, or 0.9 per cent. Neither method described takes into account this factor.—Crop Reporter.

#### THE CROP REPORT.

The August Crop Report estimates the following conditions on August 1 for entire United States:

Crops.	Condition, Aug. 1.	Acreage, July 1.	1911.
Corn .....	69.6	80.1	115,939,000
Winter wheat .....	76.8	76.8	31,367,000
Spring wheat .....	59.8	73.8	20,757,000
All wheat .....	75.6	75.6	52,124,000
Oats .....	65.7	68.8	35,250,000
Barley .....	66.2	72.1	7,038,000
Rye .....	85.0	85.0	1,962,000
Flax .....	71.0	80.9	3,013,000
Rice .....	88.3	87.7	705,700
Hay .....	68.6	64.9	43,017,000

The yields indicated by the condition of crops on August 1, 1911, the final yields in 1910, are as follows:

Crops.	Yield Per Acre—	1911.	1910.	1906-1910.
	Indicated.	Final.	Average.	
Corn .....	22.6	27.4	27.1	
Winter wheat .....	*14.5	15.8	15.5	
Spring wheat .....	10.1	11.7	13.5	
All wheat .....	12.8	14.1	14.7	
Oats .....	23.2	31.9	28.4	
Barley .....	19.8	22.4	24.8	
Rye .....	*15.6	16.3	16.4	
Buckwheat .....	18.1	20.9	19.6	
Flax .....	7.6	4.8	x*9.9	
Rice .....	32.7	33.9	32.4	
Hay .....	1.14	1.33	1.41	

\*Preliminary estimate of yield.

x\*Average for 1905-1909.

Preliminary returns indicate a winter wheat yield of about 14.5 bushels per acre, or a total of 455,149,000 bushels, as compared with 464,044,000 finally estimated last year. Quality is 92.0, against 92.6 last year.

The amount of oats remaining on farms August 1 is estimated at 5.7 per cent of last year's crop, or about 64,342,000 bushels, as compared with 63,249,000 bushels on August 1, 1910.

The preliminary estimate of the production of rye is 30,677,000 bushels, as compared with 33,039,000 last year. Quality is 91.5, against 92.1 last year.

Details for important crops in principal states are as follows:

States.	Per cent of U. S. acreage in State.	Condition Aug. 1, 1911.	July 1, 1911.	Aug. 1, 1910.
North Dakota .....	36.5	60	88	34
Minnesota .....	30.0	61	74	77
South Dakota .....	18.3	31	33	70
Washington .....	4.1	86	93	62
United States ..	100.0	59.8	73.8	61.0

#### CORN.

States.	Per cent of U. S. acreage in State.	Condition Aug. 1, 1911.	July 1, 1911.	Aug. 1, 1910.
Illinois .....	9.1	74	89	84
Iowa .....	8.5	68	98	80
Texas .....	8.0	40	45	78
Kansas .....	7.9	54	67	60
Missouri .....	7.1	61	78	82
Nebraska .....	6.9	64	82	65
Oklahoma .....	5.1	33	40	57
Indiana .....	4.4	80	91	87
Ohio .....	3.3	80	89	86
Michigan .....	1.8	81	91	76
Minnesota .....	1.6	81	98	82
Wisconsin .....	1.4	85	96	70
Pennsylvania .....	1.4	87	91	88
United States ..	100.0	69.6	80.1	79.3

#### OATS.

States.	Per cent of U. S. acreage in State.	Condition Aug. 1, 1911.	July 1, 1911.	Aug. 1, 1910.
Iowa .....	13.5	68	70	93
Illinois .....	12.5	68	69	90
Minnesota .....	7.7	63	67	65
Nebraska .....	7.4	39	40	78
Wisconsin .....	6.6	80	91	69
Indiana .....	5.1	77	73	92
Ohio .....	4.8	78	71	93
North Dakota .....	4.6	58	84	27
South Dakota .....	4.3	24	25	67
Kansas .....	4.3	35	34	92
Michigan .....	4.2	81	88	80
New York .....	3.8	85	93	94
Pennsylvania .....	2.8	84	88	97
United States ..	100.0	65.7	68.8	81.5

[For the "American Elevator and Grain Trade."]

#### NEW KANSAS GRAIN GRADES.

Kansas hard wheat was divided into "dark" and "yellow" by the State Grain Grading Commission on July 31. And each of the divisions was subdivided into four grades. Heretofore hard wheat has been hard wheat in Kansas. There have been four grades of hard wheat but no distinction has been made between the dark and yellow varieties. The Commission made a ruling also to the effect that hereafter when there is both "dark" and "yellow" hard wheat in a car it must be designated by the inspector as "mixed" hard wheat.

The specifications for the different grades of the two kinds of hard wheat, are as follows:

No. 1 dark hard shall be hard winter wheat of the dark variety, sound, sweet, dry, plump and clean, and shall weigh not less than 61 pounds to the bushel.

No. 2 dark hard shall be hard winter wheat of the dark variety, sound, sweet, dry, plump and clean, and shall weigh not less than 59 pounds to the bushel.

No. 3 dark hard shall be hard winter wheat of the dark variety, sound, sweet, dry, may be some bleached, but not clean or plump enough for No. 2 and shall weigh not less than 56 pounds to the bushel.

No. 4 dark hard shall be hard winter wheat of the dark variety, tough, sprouted, or from other causes so badly damaged as to render it unfit for No. 3 dark hard.

No. 1 yellow hard shall be hard winter wheat of the yellow variety, sound, sweet, dry, plump and clean and shall weigh not less than 61 pounds to the bushel.

No. 2 yellow hard shall be hard winter wheat of the yellow variety, sound, sweet, dry, plump and clean, and shall weigh not less than 59 pounds to the bushel.

No. 3 yellow hard shall be hard winter wheat of the yellow variety, sound, sweet, dry, may be some bleached, but not cleaned or plump enough for No. 2 and shall weigh not less than 56 pounds to the bushel.

No. 4 yellow hard shall be hard winter wheat of the yellow variety, tough, sprouted, or from any cause, so badly damaged as to render it unfit for No. 3 hard.

The Texas broom corn harvest near Beeville is made, the yield there being about 400 tons. This is new territory. In the Illinois district the prospects for the crop have been improved by recent rains.

Insurance companies writing grain schedules throughout the Northwestern states have had an unfortunate experience during the past few years, some claiming a loss ratio of nearly 200 per cent on grain risks. It is difficult to trace the cause of fires, and many companies writing this class have given it up, and there are said to be now less than half a dozen that will write at all, and these latter will insist upon full rates and proper forms as a condition precedent to their continuing for the future.

## ASSOCIATIONS

Secretary Strong announces the following new members of the Illinois Association: John Backer, Shannon; Beall Grain Co., Niantic (elevator at Harriestown); John M. Brennan, Clare; D. F. Humphreys & Co., Atkinson; Thayer Elevator Co., Chrisman; M. L. Vehon & Co., Chicago (331 Postal Bldg.).

#### NATIONAL HAY ASSOCIATION.

On July 14 Secretary J. Vining Taylor announced the following new members admitted to that Association since the previous report: John M. Klenck, Evansville, Ind.; C. D. Harvey, Brown City, Mich.; E. Trammell & Co., Norfolk, Va.; Central Hay Commission Co., Nashville, Tenn.; E. E. Hogle, Malone, N. Y.; Martin T. Brinkerhoff, Auburn, N. Y.; Farmers' Hay & Grain Co., Harriman, Tenn.; Joseph Hunter, De Witt, Iowa; James M. Fleming, Savannah, Ga.; Sullivan & Martindale, Las Animas, Colo.; Bruce & Dyer, Kansas City, Mo.; Graham Grocery Co., Graham, Va.; Herndon-Carter Co., Louisville, Ky.; Early Grain & Elevator Co., Amarillo, Tex.; Lanier & Callaway, Tampa, Fla.

#### THE UTAH ASSOCIATION.

The Utah Millers' and Grain Dealers' Association, which in June effected a temporary organization, completed its formation on July 24 at a meeting at Ogden by electing the following officers for the ensuing year: President, Henry H. Blood of Kaysville; vice-president, E. E. Rich of Salt Lake City; secretary, H. Bernard of Ogden; treasurer, Thomas M. Holt of Salt Lake.

One of the prime objects of the Association is to improve the quality of Utah grain, wheat more particularly; and to that end it was agreed that growers of wheat should be paid only the lowest prices for inferior wheat, such as can be used only in feeding stock and chickens. Turkey Red wheat was adopted as the standard, as an examination of this quality of grain by experts at the Agricultural College has proved it to be the most desirable quality for Utah sowing, producing, as it does there, from five to eight bushels to the acre more than any other kind of wheat.

The members present discussed threshing methods also, with a view to securing cleaner grain and eliminating the cockle, dirt and foreign matter so often mixed with wheat at the threshing. It was decided that where farmers allow cockle and other extraneous matter to get into their wheat, they should be discounted proportionately. It was stated as a reason for this sharp remedy that the mills in southern California had experienced so much trouble from this cause with Utah wheat, that the proportion of dirt, cockle, etc., was ascertained for each consignment received in California from Utah, and the amount of such dockage charged back to the consignor, including freight charges on the same.

The millers present agreed to pay a premium for the best grades, with a view to inspiring the Utah farmers to plant only the best wheat, to take proper care of it in growing, and to use only the cleanest methods in threshing and preparing wheat for market.

#### HAY AND GRAIN PRODUCERS.

A meeting of the Hay and Grain Producers' and Shippers' Association of Northern Ohio, was held at Lima House, Lima, on August 4. A number of interesting subjects were discussed, but the principal business considered was that outlined under the topic-heading of the program, "The scoop-shoveler: How to handle him."

The regular dealers of Northern Ohio have decided that this menace to their profits must go; and the meeting was held primarily to discuss plans for the scooper's entire elimination from the trade of that territory.

At the morning session, in the absence of President W. T. Dolby of Delphos, who had not yet arrived, Vice-President Jerome Elliott of Columbus Grove presided. A special arbitration committee was first appointed, composed of C. S. Young of Bowling Green and Earl C. Bear of Hicksville, to arbitrate a local difference between members; after which Secretary E. P. Riddle reported the prevailing margin prices and asked if they were satisfactory to members. The prices remained unchanged.

E. E. Edgerton of Antwerp complained of the condition in which some farmers brought their corn to the elevator. A certain class of farmers brought in their corn only partially husked. He thought that a discrimination should be made against them in the price paid for their corn.

Secretary Riddle called attention to the bulletin of regular dealers in the Association's territory which had been sent to the various Eastern exchanges to be posted on the exchange floors.

The session then adjourned for luncheon.

#### AFTERNOON SESSION.

President W. T. Dolby called the afternoon session to order at 2 p. m.; and Secretary Riddle made



his report. He stated that the membership was increasing and that the finances of the Association were on a solid foundation. He then spoke of the dealers in the territory to the south of the Association, formerly composing the Miami Valley Association. Things are out of line there, and there is a desire among the dealers to join the Hay and Grain Producers' and Shippers' Association. A motion, therefore, prevailed that these dealers be taken into the Association on their paying the regular dues.

On the subject of loaning bags, it was reported that the practice had been entirely discontinued except in the territory around McComb.

J. R. Leonard, delegate from the Chicago Board of Trade, was then called upon by the president to address the meeting.

Mr. Leonard said he found himself among a set of men who appreciated the important things of life. They were in business to make money in an honest way. The Chicago Board of Trade was interested in what they were doing. The Chicago market handled considerable hay from Ohio but not much grain.

Secretary Riddle then took up the subject of the scoop-shoveler evil. He said that 90 per cent of all the scoop-shovel shipments from the territory went east. He would not ask the dealers to boycott any market, but he did ask that they should send their consignments to such firms as would respect their rights as regular dealers.

It was the unanimous expression of the dealers present that they should support those receivers who did not do business with scoop-shovelers.

H. A. Lederer of Baltimore said that co-operation between regular shippers and receivers brought about the best results to all.

J. W. Ellis of Cincinnati was of the opinion that it was impossible for dealers to get along without some kind of co-operation. They should work for self-protection and for the interests of all.

Wm. Heathfield of Buffalo said he did business only with dealers in regular standing in the Association.

E. L. Southworth of Toledo said he had formerly operated a line of elevators and knew all their troubles. Dealers should foster the spirit of co-operation among themselves as tending to the best interests of their business generally.

Several members made short talks on the advisability of buying grain on each day's market instead of for one or two weeks' delivery. It would work out better for every one.

A vote showed the majority of those present favored buying on each day's market. It was also thought to be bad policy to go out and solicit the farmer's business.

The meeting then adjourned.

#### THE ATTENDANCE.

The terminal markets represented were: Chicago, J. R. Leonard; Toledo, E. L. Southworth, John Wickenhiser, Geo. Kreloah and J. W. Long; Cincinnati, J. W. Ellis; Buffalo, W. G. Heathfield and E. E. McConnell; Pittsburg, Henry McClure; Baltimore, H. A. Lederer.

The dealers present were: C. S. Young, Bowling Green; R. Deffenbaugh, Columbus Grove; D. S. Burkholder, Bluffton; J. S. Calkins, Jewell; Robt. Kolter, Spencerville; D. R. Risser, Vaughnsville; F. X. Annesser, Columbus Grove; Jos. Ringlein, Leipsic; E. R. Moser, Woodburn, Ind.; E. E. Edgerton, Antwerp; E. L. Bear, Hicksville; John Thieroff, Sherwood; A. H. Good, Jenera; J. D. Arros, Arlington; J. McClellan, Arlington; R. R. Fenner, Rawson; Jerome Elliott, Columbus Grove; W. A. Dolby, Delphos; Louis F. Hammer, Florida; O. W. Richardson, Celina; L. R. Good, Bloomsdale; T. P. Long, Oklahoma; A. P. Krah, Custer; F. D. Brandt, Van Wert; C. H. Kurtin, Bradner; P. B. Hilty, Pandora; M. Elchenburg, Grover Hill; H. and J. Vocke, Napoleon.

#### GRAIN DEALERS' NATIONAL ASSOCIATION.

##### BY THE SECRETARY.

That the coming convention of the Grain Dealers' National Association will be the most largely attended in the history of the organization has been made manifest within the past few weeks by the large number of inquiries that have been sent to Secretary John F. Courcier, asking for information about the big annual gathering which is to be held at Omaha, Neb., October 9, 10 and 11.

Never before have the members shown such enthusiasm over the annual meeting. From their correspondence it would seem that nearly every one connected with the organization was making preparations to attend the convention. Perhaps they have been in communication with N. B. Updike, president of the Omaha Exchange. Mr. Updike is making elaborate preparations for the reception and entertainment of the delegates and has doubtless permitted the information to leak out of Omaha, that the grain men of the Nebraska metropolis are going to show their visitors a sample of real Western hospitality. "We'll give them a time they'll never forget," said Mr. Updike the other day, and from all appearances this remark was no idle boast.

The Hotel Rome has been selected as headquar-

ters for the convention. This modern hostelry was designed especially for large gatherings. It has a convention hall which has a seating capacity of 600. Large committee rooms lead directly from the hall, which is located on the first floor. Reservations should be made at once and all requests should be sent to the Hotel Rome direct.

**Report Was Premature.**—The Omaha Bee announced that Governor Woodrow Wilson of New Jersey, candidate for the Democratic nomination for President of the United States, would in all probability be in Omaha October 10 to address the convention of the Grain Dealers' National Association. This report was entirely premature and was published by the Bee without authority of Secretary Courcier who was in Omaha July 22 to make convention arrangements. It is true that an effort had been made to secure Governor Wilson as one of the speakers for the annual meeting, but the famous statesman and educator was unable to accept the invitation because of a previous engagement.

**Commercial Club to Help.**—In order to make the visit of the delegates to the annual convention a memorable one the Omaha Commercial Club has taken a hand and is co-operating with the Omaha Exchange. The publicity committee of the Club has shown unusual interest and activity in the convention and is lending its aid in furthering plans for the success of the meeting. The Omaha Bee voiced the sentiment of the members of the Commercial Club by the following comment:

"The coming of the grain dealers means more than the entertainment in Omaha of 600 or 700 delegates; it means the nation-wide recognition of Omaha as a great primary grain market, and this convention is perhaps the most important one of the many held here this year."

**Bulletin for the Association.**—With the unanimous approval of the members of the executive committee, Secretary Courcier is now arranging to publish "Who Is Who in the Grain Trade" in augmented form. Up to this time the membership list has been published in "Who Is Who," and notices of pressing character have been sent to direct members by circular letter. By this process affiliated members have not been kept in close touch with the work of the Association, nor could direct members be apprised in any appreciable manner of the detail activities of the officers and committeemen in the furtherance of the policies of the Association. "Who Is Who in the Grain Trade" will contain:

(1) Complete lists of officers and committees, direct members, affiliated associations, associate members; (2) complete account of arbitrations, subdivided as follows: Applications for arbitration, contracts signed, papers filed, decisions rendered, compliance with terms of awards, defaults and discipline; (3) trade rules inquiries, decisions and adoptions; (4) legislative activities, including a record of bills; (5) transportation matters, including digests of Interstate Commerce Commission and Commerce Court decisions; (6) progress of the Uniform Bill of Lading; (7) demurrage; (8) natural shrinkage; (9) telephone and telegraph service; (10) plans for the improvement of crop reports; (11) progress of Uniform Grades and information concerning their adoption and observance—under this head the rulings of the Federal pure food officials will be given; (12) editorial comment in advocacy of the policies of the Association as laid down at the annual meetings and by the board of directors.

The executive committee and Secretary Courcier, in deciding to augment "Who Is Who in the Grain Trade," have no intention of encroaching upon the field now occupied by the journals in the grain trade. Their object in issuing the bulletin is simply to unify the membership, to get them more interested in the work of the officers of the Association, to let them know what the different committees and their secretary is doing in their interest—in short, to keep them in touch with their executive officials and with each other 365 days in the year instead of but three or four days when the delegates meet in annual convention. That this is a consummation devoutly to be wished is manifest to every official of every organization in the country. The growth and vitality of any association depends upon the interest its members take in its welfare and this interest can be aroused only through the medium of some publication issued regularly and directly connecting the executive officers with the individual membership.

Every progressive chamber of commerce and commercial club in the country is now issuing an official bulletin or publication of some kind for the purpose of keeping the interest of its membership aroused in the work of civic and commercial development, it having been found that the daily newspapers of their communities, though committed to the policy of "boosting" the city, do not keep the members in close touch with one another. "Who Is Who in the Grain Trade" is simply the application of this idea to the Grain Dealers' National Association. Its activities will be confined entirely to the Association, what it is doing for its membership, what it has done and what it hopes to do. It

will be published on the fifth and twentieth of each month and be distributed free to all of the 1,700 members.

**Secretary to Have Assistant.**—Charles Quinn, for fourteen years financial and commercial editor of the Toledo Blade, accepted employment with the Grain Dealers' National Association on July 1 last. He will assist Secretary Courcier in the development of the membership and take charge of the publicity end of the work, with the special purpose in view of securing a large and representative attendance at the coming Omaha convention. Since Mr. Quinn came to the Association he has been engaged in familiarizing himself with the history of the organization and has prepared a story of its activities, taking it from the minutes of all the annual meetings held since the Association was organized in 1896.

Mr. Quinn will have editorial direction of "Who Is Who in the Grain Trade" and will keep in constant touch with all eligible non-members and with unaffiliated associations, to the end that the whole grain trade, with every branch, may be marshaled under the banner of the Association, fully united and working together for the common good and for the betterment of conditions in the grain trade.

**Various Matters.**—Requests for arbitration are coming into the Secretary's office in greatly increased ratio as compared with any previous year. According to Chairman Adolph Gerstenberg, of the arbitration committee, the judges are having some "hard nuts to crack." Some of the cases are unusually complicated and involved and require the most thoughtful consideration in their untanglement.

Following the lead of other state agricultural colleges, the Agricultural College of Missouri has adopted the National Association's Uniform Grade pamphlet as a text book, and ordered 200 copies to be used in its class work.

Prof. Bailey, chairman of the Country Life Commission, appointed by President Roosevelt, has accepted the Uniform Grade for publication in its book of agricultural rules now in press.

Fred Mayer, chairman of the committee on crop reports, is authority for the statement that the members of his committee are practically a unit in favor of the issuance of Government crop reports at or after the close of trading hours. By issuing at 1:15 the purpose of the resolution, adopted by the Grain Dealers' National Association two years ago, is fully accomplished and the statistical figures will be available to the press and publishers of private market letters simultaneously with the closing prices of the day.

The Chicago & North Western Railroad has been selected as the official line from Chicago to Omaha for the fifteenth annual convention of the Grain Dealers' National Association. The officials of that road are now preparing to issue a special itinerary for the information of members. Secretary Courcier has been informed by the passenger department of the North Western that short line rates will be made from the south and southeast through Chicago.

Edward Beatty, of New York, chairman of the telephone and telegraph committee, addresses the following letter to members: "As the telephone service is of vital importance to the members of the Association, the committee on telephone and telegraph would like the fullest information as to the telephone service in your state and section with a view of making a report on the subject at the forthcoming convention in Omaha, October 9, 10 and 11, and have the Association discuss the advisability of advocating the old half-rate telephone service after certain hours." Opinions should be addressed direct to Edward Beatty, Produce Exchange, New York, N. Y.

All the important decisions of the arbitration committee have been compiled in book form by Secretary Courcier, following the resolution passed at the last annual convention to have these decisions assembled and printed. The book is now in the hands of the printer and will be ready for distribution shortly.

First car of new spring wheat at Chicago was received on July 16. It came from South Dakota, graded No. 2 Northern and sold at 95c. It was consigned to the Somers-Jones Company.

J. A. McGuire of Jackson, Fla., is making experiments in the culture of a new grass, known as the "Rhodes grass," originally grown in South Africa and named after Cecil Rhodes. A few years ago it was imported by Australia whence Mr. McGuire obtained his supply. This grass yields from 5 to 10 tons per acre according to conditions and is very hardy and a rapid grower.

A notable experiment in soil treatment was concluded by Prof. C. G. Hopkins, with the cutting of wheat in McLean Co., Ill., on the S. N. King farm. By the use of phosphorus fertilizer the yield was more than doubled. The average yield on all plots which were not treated with phosphorus was 24 bushels an acre. The average yield on the fertilized plots was 58½ bushels an acre, an average gain of 34½ bushels an acre.



## FIELD SEEDS

The Maine Corn and Fruit Show will be held at Portland on Nov. 6-11.

The U. S. Seed Co. of San Antonio, Texas, has removed to Memphis, Tenn.

The New England Corn Show will be held at Springfield on Nov. 7-9. Entries close on Sept. 1.

The rain of about August 1 in the Northwest materially improved the prospects for the flaxseed crop.

South Carolina is at work raising \$40,000 to hold the National Corn Show at Columbia in January, 1913.

It is expected that some western counties of Kansas will have to buy seed wheat, owing to crop failure.

Zahn & Co., Toledo, report a big trade there in timothy seed—one single transaction on August 8 of 1,000 bags.

The European crop of clover seed has not been definitely estimated as yet, but all appearances now point to a reduced yield.

It may be added, as it goes without the saying, that the convention went on record as opposed to the reciprocity agreement.

Central Illinois clover has in some places been injured by heat and grasshoppers, and instead of making seed, farmers are using he clover for pasture.

No very large "corn shows" have been announced for this fall and winter, but a large number of local shows will be held in various parts of the country.

The State Utilities Commission will ask the railroads of Kansas to haul seed wheat free to districts where grain production was insufficient this season because of drought.

The G. N. Ry.'s grain expert says Montana will have a large crop of alfalfa seed to sell this fall. Two crops of hay have been cut on dry lands and three on irrigated lands this season, the quality being fine.

The Crop Improvement Committee has been given a day at the Iowa State Fair. The Committee will have charge of the program which will be carried out in a tent supplied by the Fair officials for the purpose.

An alfalfa field in Cheyenne County, Nebr., made this year six bushels of seed per acre, worth \$72. As a consequence, it is reported that there will be a large increase of the acreage to that crop in Cheyenne and Deuel Counties in 1912.

The wheat improvement lecture train, conducted by the Agricultural Extension Department of Purdue University, will run through Indiana over the Big Four Railroad. Sixty-four towns will be visited by the train from August 21 to 28.

The first new timothy seed to reach the Chicago spot market arrived on July 26 from Illinois. Although somewhat chaffy it was of good quality and sold at \$13 per 100 lbs. Last year's first arrival came on August 12 and was sold for \$5.75.

On July 21 Somers, Jones & Co., Chicago, paid \$15 per 100 lbs. for a car of timothy for August delivery, the highest price ever paid at this season. This was the first sale reported since timothy seed left \$7, and showed an advance of over 100 per cent in less than ninety days.

The International Dry Farming Congress for 1911 will be held at Colorado Springs on October 16-21. An elaborate premium list for "dry farm" seeds has been published, to be awarded at the annual exposition of dry farm products in connection with the Congress. John T. Burns, sec'y, box 1098, Colorado Springs, Colo.

The Everett B. Clark Seed Co. will enlarge its buildings at Green Bay, Wis., to increase storage room. The new building will be 60x100 feet in size and will be of brick, mill construction, three stories high above a basement. New machinery will be put in and space created for 90 more pickers, making 170 in all.

Farmers in the vicinity of Minonk, Ill., says the Pantagraph, "are nonplussed over the clover seed situation. Most of them state that never before have they seen seed produced the first crop. This year, however, there are a number of hatches which have produced as high as three bushels to the acre on the first cutting."

Another bean harvest is at hand, and the present indications point to a large crop. The profit of the elevator man depends upon the judicious manner in which the product is handled. Many improvements along the line of buying and testing could be made, and the convention sentiment was towards inaugurating a uniform and correct method of testing.

Zahn & Co., Toledo, say: "An Indiana dealer writes us as follows: There will be some Mammoth clover threshed within the next few days but we have a very poor outlook; possibly one-third of a crop. This applies to Howard, Tipton and Grant counties. Think it will be very hard to buy seed at any price because the farmers are trying to buy now from their neighbors that have seed. An Illinois

dealer says: Prospect here is comparatively good for second crop. We have so far handled one thousand bushels of first crop, and there is still some to hull."

The German government recently placed an order with Prof. R. W. Moore, head of the agronomy department of the College of Agriculture of the University of Wisconsin, for 3,000 pounds Wisconsin-grown pedigree seed corn to be shipped to German South Africa. Prof. Moore handled the order as secretary of the Wisconsin Agricultural Experiment Association, the members of which, as is well known, have been growing pedigree seed of various kinds for several years and who the past year sold nearly \$500,000 worth of seed.

The Chicago, Indiana & Southern Railroad has arrangements completed for the running of a Wheat Improvement Lecture Train over the Chicago, Indiana & Southern Railroad between North Hayden and Allison, starting on August 18. The Soil and Crops Department of the Purdue Experiment Station will have charge of the instruction and will attempt to answer questions on the best varieties of wheat, cultural methods, fertilization of the crop, treatment for wheat smut and other diseases, how to treat the Hessian fly, the joint worm and other insects, etc.

### THE AIKMAN SEED HOUSE.

The business of C. A. Aikman at El Dorado, Kans., was established in that city some fourteen years ago. He then began handling field seeds by the wagon load; but as the farmers developed diversified farming, Mr. Aikman's business also has grown in like manner; and from wagonload lots his trade increased to small carloads and finally to



C. A. AIKMAN'S SEED HOUSE, ELDORADO, KAN.

trainloads. His seed specialties are such field seeds as alfalfa, cane, Kaffir corn and English bluegrass.

El Dorado, as the capital of Butler County, is in the heart of the largest Kaffir corn producing section of the United States, this county alone, last year, having marketed over a thousand carloads.

In order to properly handle his growing trade, Mr. Aikman will this coming fall build a large elevator equipped especially for the seed business.

### MICHIGAN BEAN JOBBERS.

The Central Michigan Bean Jobbers' Association held its annual meeting at Saginaw on Thursday evening, August 10, at the Hotel Vincent. A luncheon was served preceding the business meeting, and talks on the following subject given: "What Effect Will Reciprocity Have on Price of Beans?" by President P. L. Perkins; "Trade Relations with Canada," by J. A. Heath, president of the State Bean Jobbers' Association; "How to Test Beans from Farmers," by Wm. Reardon; "The Benefits of Organization," by Henry W. Carr; "Shall We Continue to Loan Bags to Farmers?" by M. E. Walker; "What the Capital City Has Done with the Bag Question," by N. Isbell; "Business Courtesy Due Our Neighbors," by Thos. Crawford; "An Attempt at Verses," by V. P. Cash; "Shall One Pound Stock Be Bought Straight?" a discussion led by J. B. Crawford.

### EMBARGO AGAINST ALALFA SEED.

The state of California and others on the Coast have placed an embargo on alfalfa seed grown in Carbon and Emery Counties of Utah on account of the weevil. The seed sales of those counties are particularly heavy. Considering the embargo an injustice, A. H. Kirkland of the Bureau of Entomology, at Washington, who has been fighting the weevil in Utah, will join the Agricultural Department of Utah in its attempt to have the embargo removed. "The act of the California State Board in placing the embargo on Utah alfalfa seed," said Mr. Kirkland, "shows that it was alive and had the interests of the state at heart, but I think that we will be able to show Californians that the weevil cannot be transported in seed, but only in hay. When we have proven this they cannot consistently hold out against Utah alfalfa seed. The ordinary methods of fanning or sifting the seed removes all possibility of the weevil remaining in the product, as the insect is about five times the size of a kernel of the seed. An embargo against Utah hay is justifiable, as the weevil cannot be eliminated from the provender.

Such an act would not affect Utah to any appreciable extent, as most of the hay grown in the state is consumed within its boundaries. But the embargo against the seed is a hardship on the Utah farmer, as he depends largely upon shipping the seed out of the state."

### ONTARIO RED CLOVER SEED.

Mr. F. G. Raynor, Ontario representative of the Department of Agriculture, Ottawa, writes on July 24, 1911, as follows: "Reports from the Ontario red clover districts show that the prospects for seed are extremely poor. Even in the Lake Erie counties, the dry weather during May and June shortened the hay and pasture to such an extent that much of the second growth will be used for fodder. Where the first growth blossomed well considerable seed is forming, which is not usual. However, the clover midge is taking some toll."

### CLOVER SEED CROP.

This is an exceptional season. Crop promises to be the smallest in late years. Prices will go to an importing basis. How much can Europe spare? That will tell the tale later on. Europe had fair prospects until a fortnight ago, but has suffered some since. France had a big crop last year, but promises smaller now. High timothy has given the clover seed bulls courage. Bears have been more inclined to talk than to sell prices down, consequently any fresh buying has caused an advance. Some longs are still stubborn, talking fourteen-dollar seed. Some shorts are likewise stubborn, as they are partly hedged by purchases abroad. Foreigners are still short some. March sold up to \$13.35 in 1907. August receipts are always small and will be this season. Speculative demand will continue to make the price in the near future.—C. A. King & Co.

### CLOVER SEEDING LOST.

A press notice from the Agricultural Department, dated July 18, among other things says: "The clover and grass seed sown this spring in wheat, rye and other grain has been parched up and killed, either wholly or in part, on thousands of fields in the central western and northern states. This is a serious situation and calls for prompt attention. If the clover is not replanted it means no clover hay next season and the planting of some substitute crop for hay next spring at considerably increased expense will probably be necessary. Not only that, but the failure of the clover crop means the loss of the green manuring crop in the rotation and a disarrangement of the whole farm plan of crop rotation. The situation should be met at once. Every piece of new seeding should be examined and, if it has been burned up, steps taken to replant it at once by disking the stubble about three inches deep and sowing clover and grass seed alone without a nurse crop, by August 15."

### CANADIAN BEAN CROP.

A correspondent of the Montreal Trade Bulletin says: "Our growing crop of beans is looking fairly well, now that they have had two or three good rains, but previous to this moisture the plant was very small, and as the flowering season is on now we look for a good stand, but of course as the plant is small we do not look for nearly as large a yield as usual."

"The writer, in coming through the bean district, noticed that the lower leaves were beginning to turn yellow. This is a bad indication. However, we will be able to form a better opinion after podding."

"We might say that the old crop is about exhausted, there being only a car or two unsold. Prices have gone very much higher. Our last sales were at \$2.00 f. o. b. for 'one pounders.' Dealers now are asking that price for the few that are left of 'three pounders' and will likely get it, as there is a brisk demand, and few beans to fill it."

### EMERGENCY FORAGE CROPS.

Reports from many portions of the Central West indicate that the droughts of spring and early summer have greatly reduced the hay crop throughout this entire section, and that in many localities the pastures are completely dried up. Oats, too, in some sections, are only half a crop. This situation calls for prompt recognition by farmers, said the Secretary of Agriculture in Circular 36, who advised the immediate planting of emergency crops to round out the shortage of both hay and pasture. The recommended substitutes for the regular hay and pasture crops, if seed, could be secured for early July planting, were as follows:

For hay: millet, cowpeas, sorghum, soy beans, and Canada field peas and barley. These same crops are suitable for pasture purposes, and, in addition, rape, rye, and winter varieties of wheat. For grain, buckwheat, millet, and cowpeas are available, and, in the southern part of the region, early varieties of soy beans.

The pamphlet then stated briefly the essential facts relative to each of these crops, making reference to more complete bulletins on the subject, which may be secured.



## FIRES-CASUALTIES

The elevator of A. Vaux at Sidney, Mon., burned recently.

The Middleton Grain Co. of Middleton, Ill., recently lost its plant at Athens by fire.

Two elevators at Alcester, S. D., were destroyed by fire recently. The loss is \$15,000.

Lightning recently struck the Marshall-McCartney Elevator at Oakes, N. D., during a severe storm.

The elevator of S. A. Muff at Springfield, Ohio, was recently saved from total destruction by fire.

The Peden Grain Elevator at Coweta, Okla., burned July 15. The house was valued at \$4,500.

The elevator at Dell Rapids, S. D., owned by the Cargill Elevator Co., was recently destroyed by fire.

A recent fire destroyed Peterson's grain elevator at Osceola, Nebr., causing a loss of \$1,000, covered by insurance.

The grain elevator of West & West at Waynesboro, Pa., was struck by lightning a short time ago but suffered little damage.

The Atlas Elevator at Volga, S. D., was burned July 28 by a fire due to spontaneous combustion in the coal bin. The house is a total loss.

The elevator of the Schaaf Grain Co. at Ord, Nebr., was recently burned. The house was comparatively new and was valued at \$8,000.

One of the elevators of the Bay State Milling Co. at Winona, Minn., was burned in the recent fire which practically destroyed the plant.

The Farmers' Elevator at Ulysses, Nebr., was recently destroyed by a fire of unknown origin. The loss is \$20,000. The house will be rebuilt.

The elevator at Bowlus, Minn., owned by J. Borgerding & Co., was recently struck by lightning. Only a few shingles were torn from the roof.

The J. H. Cavanaugh Elevator at Marysville, Kans., was destroyed by a fire of unknown origin recently. The building contained 4,000 bushels of grain.

An elevator at Hampton, Nebr., belonging to the Updike Elevator Co. was burned recently. The house contained 200 bushels of grain. It will not be rebuilt.

The body of Jerline Inman, aged 13, was recently found in an elevator bin at the Empire Flour Mills in Metropolis, Ill. He had been missing from home several days.

The Buffalo Creek Transfer Elevator at Buffalo, N. Y., was recently damaged by a fire of unknown origin. The Eldad Milling Co. owns the house. The loss is \$5,000.

A small blaze in the Farmers' Elevator at Illiopolis, Ill., was caused July 17 by the friction of a broken rod striking a board and throwing sparks into the cob bin.

A grain elevator and other property at Arnold, Iowa, six miles north of Humboldt, was destroyed by a fire caused by the explosion of a kerosene lamp in a general store.

The George F. Barrett Elevators at Pana, Ill., together with 1,500 bushels of wheat, corn and hay were destroyed by fire. The loss is about \$10,000 with \$6,000 insurance.

A large elevator at Faucett, Mo., was destroyed by fire July 27, together with 26,000 bushels of new wheat. The loss is \$30,000. An engine and firemen were sent from St. Louis.

Tramps sleeping in the Minneapolis & Northern Elevator at Manvel, N. D., caused a fire on August 8, which destroyed the building. The house had not been used for two years. The loss is \$6,000.

The two elevators at Bainville, Mont., were destroyed by fire recently during an electrical storm. One of the houses belonged to the McIntyre & Weir Co., the other to the Dakota & Montana Elevator Co.

On July 26, the grain elevator of J. F. Fryer at San Jose, Ill., collapsed, releasing between 3,000 and 4,000 bushels of wheat. The loss on the grain will be small but that on the building will be considerable.

A total loss was suffered by the Rothschild Grain Co. on its elevator at Davenport, Iowa. The origin of the fire is not known but was probably from spontaneous combustion. The loss is covered by insurance.

John Buheit, Jr., was recently killed while playing in the wheat pit of the Strieby Elevator at Syracuse, Ind. Being unable to escape when the grain was turned on he was buried beneath hundreds of bushels.

On July 15 the old elevator at Morristown, Minn., which is owned by the Big Diamond Milling Co., was destroyed by a fire supposed to have been caused by sparks from a locomotive. The elevator was used lately as a storehouse.

A three-story brick building in Nashville, Tenn., owned by Harry Ezell of Jackson, and used by the McKay & Reese Grain Co. for storage and also by the Arcade Milling Co., collapsed recently under the weight of the grain stored on the second and

third floors. One man was killed and several were injured. The building was valued at from between \$40,000 and \$50,000.

The elevator of C. W. Savage & Son at Burlingame, Ill., was recently struck by lightning. A small loss was incurred.

A severe windstorm which swept over Warren, Minn., recently, lifted the Spaulding Elevator and carried it 30 feet before tipping it over on its side.

The elevator of the Ely-Salyards Co. and also the house of the Farmers' Elevator Co. at New Rockford, N. D., were recently destroyed by fire. The loss is \$15,000 largely covered by insurance. The origin of the fire is unknown.

The storage house of the C. R. Rank Co. at St. Paul, Minn., was completely destroyed by a fire of unknown origin recently. The building was filled with hay, straw, feed and screenings and the loss is \$5,000, partly covered by insurance.

An early morning fire on August 3 destroyed the grain elevator of Ben C. Thomas at Columbus, Ind., causing a loss of \$75,000 on building and contents. About 40,000 bushels of wheat and 20,000 bushels of corn were in the building at the time.

The plant of Crowther & Kwitz at Albion, N. Y., was destroyed by a fire, probably caused by locomotive sparks, which occurred July 14. The loss on the buildings is \$8,000 and on the contents \$4,000, which is generally covered by insurance.

A fire which started in a hardware store at Yarmouthport, Mass., recently destroyed the grain warehouse and lumber yard of John Hinckley & Sons, together with much other property. The loss on the Hinkley property is about \$30,000.

Edward Buchanan, who was employed by the Blair Milling Co. in its elevator at Atchison, Kan., was recently killed by falling against a machine in the company's house. He was thirty-two years old and is survived by several small children.

W. E. West, the grain merchant of Yates City, Ill., recently dislocated his arm at the shoulder and received other bruises when he fell about twelve feet in the elevator No. 1. He had gone to the top of the elevator to start the monitor and made a misstep.

Gorden Garver, manager of the Tingley Elevator at Mount Airy, Iowa, recently had a narrow escape from death when his arm was caught in a belt and he was hurled headlong into a boxing, bruising his right shoulder, head and neck and rendering him unconscious.

The trap door at the elevator of the Lock Two Grain & Milling Co. at St. Mary's, Ohio, which serves as a quick way of unloading corn, gave way recently under the weight of a wagon, allowing the horses to fall through. No serious damage was done, however.

The Quaker Elevator at Minneapolis, Minn., was practically destroyed by fire recently. The fire started on the first floor of the four-story frame structure and was beyond control when the firemen arrived. The elevator was almost empty at the time. Loss is \$10,000, covered by insurance.

A hot box is supposed to have been the cause of the fire which destroyed the Neola Elevator at Stone, Ill., a short time ago. There were 7,500 bushels of oats in the house. The elevator is owned by the Neola Elevator Co. of Chicago and was valued at \$5,000. The value of the grain was \$3,000.

The grain elevator of the J. M. H. Walters Co. at Philadelphia, Pa., was quite badly damaged by a fire of unknown origin. Several firemen were injured fighting the blaze. The house was full of wheat at the time, making the loss about \$25,000. About a year ago the plant was swept by a disastrous fire.

The building of the Morehead Grain Co. at Nashville, Tenn., was damaged by fire supposed to have started in an empty freight car on the siding. The Washburn-Crosby Milling Co. used the building as its Nashville warehouse. The loss, which is \$6,000, is covered by insurance. Business will be continued uninterruptedly.

A loss of \$20,000 was incurred by a fire of probably incendiary origin which destroyed the Farmers' Elevator at Kidder, N. D., about midnight Sunday, July 23. The building contained 9,000 bushels of grain and a half carload of flour. About \$6,000 insurance was carried on the house and \$7,000 on the contents.

The elevator of Tribbey & Mullenhour at Plymouth, Ind., was recently destroyed by a fire caused by sparks from a locomotive. The house contained about 350 bushels of rye, 500 of oats and 100 bushels of corn besides 4,000 bushels of wheat. The loss is about \$10,000 with about \$6,000 insurance on building and contents. Some other property was destroyed, owing to the lack of fire hose. The elevator was brought from Ohio in 1859. Later it passed into the hands of George F. Benson, who sold it to Henry G. Thayer in 1864. Under his management it was improved. Since the time of Mr. Thayer it has been owned by F. E. Garn, the Plymouth Grain Co. and lastly by Tribbey & Mullenhour.

## The CO-OPERATIVES

The Saskatchewan farmers' elevator companies will all be operated by a general office.

The Farmers' Elevator Co. of Dayton, Ia., on a business of \$183,199.27 made a profit of about \$2,700.

The Farmers' Elevator Co., Monterey, Minn., last crop year earned \$2,600, \$1,600 of which was used to pay old debts.

The Farmers' Elevator Co. of Willmar, Minn., did a business last crop year of \$72,947.50 and made a profit of \$1,798.96.

The Farmers' Co-operative Elevator Co., of Fairfax, Minn., on a business of 250,000 bus. of grain earned \$11,000 last crop year.

The Farmers' Elevator Co. of Twin Valley, Minn., has decided to sell its building and discontinue business, presumably on account of lack of support.

The stockholders of the Farmers' Elevator Company at Clark, S. D., have decided to issue bonds in the sum of \$15,000 with which to clear the property of indebtedness.

The Farmers' Milling and Elevator Company of Ellendale, Minn., came out at the end of the past year with a net profit of only \$47.03. Throughout the year, we are told, "the company purchased wheat upon an unfavorable market and sacrificed its profits on other items to keep up the price of wheat."

In its annual statement the Grain Growers' Grain Company of the Canadian Northwest says the business for the year ended June 30 is shown to have been less profitable. It handled 18,845,305 bu. of grain, against 16,332,645 bu. the previous year. Profits declined \$15,000 to \$69,575. Total shares allotted, 24,602; subscribed capital, \$618,000; paid up, \$492,062; assets are \$892,623; liabilities, \$793,260.

The Farmers' Elevator Co., Renile, Minn., handled 210,000 bus. of grain and made a profit of nearly \$4,000. This is applied as debit on new house. This company was re-incorporated last fall, the old charter for twenty years having expired, thus putting it among the pioneers of the co-operative movement. The company has the reputation of being one of the strongest as well as the most loyal of the co-operatives.

The Farmers' Elevator Co. of Arthur, N. D., has reorganized and will issue preferred stock to raise funds to pay indebtedness.

### DIVIDENDS.

Montana.—Farmers' Elevator Co., Moore, 15% and \$35 per share added to surplus; Farmers' Elevator Co., Lewiston, 10% and \$13.75 per share to surplus.

South Dakota.—Co-operative Farmers' Elevator Co., Aurora, 15%; Independent Elevator Co., Bath, 22%; Farmers' Elevator Co., Bruce, 20%; Farmers' Elevator Co., Elkton, 15%; Farmers' Elevator Co., Hayti, 6½%; Farmers' Elevator Co., Henry, divided \$2,200, making 123% paid in four years; Farmers' Elevator Co., Howard, 8% and \$1,000 to surplus; Farmers' Elevator Co., Harley, 20%; Co-operative Elevator Co., Lake Preston, 20% to those stockholders who advanced funds to the company two years ago, and small dividend to others; Farmers' Elevator Co., Lenox, 22%; Farmers' Elevator Co., Mennon Hill, 20%; Farmers' Elevator Co., Madison, 74% earned.

Iowa.—Farmers' Elevator Co., Badger, 41% earned; Farmers' Elevator Co., Goldfield, 10% and \$1,000 to sinking fund; Farmers' Elevator Co., Industry, 62% earned, 10% distributed.

Wisconsin.—Farmers' Elevator Co., Waupun, 10% on total business of the year of \$170,759.61.

Minnesota.—Farmers' Elevator Co., Danube, 1c per bu. on wheat and flax, ½c on oats and barley and 6% on stock; Farmers' Elevator Co., Chandler, 30%; Farmers' Elevator Co., Clearbrook, 45%; Farmers' Elevator Co., DeGraff, 10% on stock and 4c per bu. on 174,000 bus.; Farmer's Elevator Co., Mauve, \$4.50 per cwt. on grain and 10% on stock; Farmers' Elevator Co., Magnolia, 25%; Farmers' Elevator Co., Springfield, 10%; Farmers' Elevator Co., Raymond, divided \$3,641.

North Dakota.—Farmers' Elevator Co., Gardenia, 12%; Farmers' Elevator Co., Lisbon, 20% earned; Farmers' Elevator Co., Northwood, 20%; Farmers' Elevator Co., Sheldon, 10%; Farmers' Elevator Co., Thompson, 12%; Farmers' Elevator Co., Wahpeton, 20% and 1c per bu. on grain.

St. Louis received first new oats on July 10.

Toledo (Goemann Grain Co.) received first new oats during third week of July.

The price of grain bags at Walla Walla has advanced to \$7.75 per hundred; prison made, \$7.50.

The Frisco System has put the elevator at Chalmette, New Orleans, in condition to do business.

Lamson Bros. & Co., secured the other day from Indiana a car of "No. 2 red" that graded No. 1 and was ranked as one of the finest cars of wheat ever shipped out of Indiana. It was from Howard County.



## BARLEY and MALT

The harvesting of barley around Fergus Falls, Minn., has already been finished.

Samples of the new crop barley received at Minneapolis are reported to be very poor.

Minnesota barley is disappointing, the thresher yields showing only about 10 bus. to the acre.

The Manitowoc Malting Co. of Manitowoc, Wis., has increased its capital stock from \$10,000 to \$25,000.

In Columbia County, Ore., there are about 25,000 acres in barley which will average 50 bushels to the acre.

The cutting of barley is going on in Winona County, Minn., and the crop promises to be an average one unless it rains.

On July 16, new barley at Chicago sold to arrive at \$1.05 and \$1.09, the highest price ever paid in this market for new grain.

In the vicinity of Byron, Cal., there is a phenomenal yield of barley. On one ranch of 600 acres the yield will be 30,000 sacks.

It is reported that fully half of the barley crop of Idaho has been purchased by Eastern interests through coast representatives.

The Fond du Lac Malt & Grain Co. of Fond du Lac, Wis., has paid out over \$200,000 for barley grown in that vicinity this season.

Over 160,000 sacks of new barley have been sold at Lewiston, Idaho, the price being \$1.05 per hundred in the city and \$1 at outside stations.

The S. Howes Co. of Silver Creek, N. Y., will furnish a Rich Patent Barley Grader plant to the John Kam Malting Co. of Buffalo, N. Y.

The Northwestern Malt & Grain Co. of Chicago has ordered another Rich Patent Barley Grader from the S. Howes Co. of Silver Creek, N. Y.

The maltsters of Buffalo, N. Y., are closing their houses, owing to the high price of barley and the lack of demand for malt at the advanced price.

The barley crop in Oregon east of the mountains is in excellent condition and though the acreage shows a slight decrease, the yield will be double that of last year.

Four Rich Patent Barley Graders will be installed by the Kurth Co. of Columbus, Wis. The S. Howes Co. of Silver Creek, N. Y., will furnish the machines.

According to a recent publication of the Agricultural Experiment Station of Wisconsin on barley culture, that state produces approximately 25,000,000 bushels of barley annually, or one-eighth of all the barley grown in the United States. In 1900, over one-half of the entire barley crop was produced in five counties. At present the main barley-growing section is in southeastern Wisconsin, in Dodge, Washington, Ozaukee, Fond du Lac, Sheboygan, Manitowoc and Calumet Counties. This barley-growing area is being extended, however, and several western counties are now producing considerable amounts, notably in St. Croix, Pierce and Pepin Counties.

In reply to an inquiry, the discoverer of the well known variety of barley bearing his name, Dr. Chevalier wrote some seventy years ago: "An extraordinary fine ear was observed and selected, by a laborer of mine, in the parish of Debenham, 1819; in the spring of 1820, I planted 27 grains in my garden; in 1825 I planted half an acre of this species, and half an acre of the common species, the lands being put under precisely similar conditions of cultivation. The produce of the first amounted to 8½ coombs (1 coomb equals 4 bus.); of the second 6½. The ears of the first averaged 34 grains; the second 30; the grains of the first heavier, as four to five. In the course of five or six years it was generally accepted and approved in my neighborhood, as I promoted its fair trial and charged only the current market price for it."

### "WHAT IS BEER?"

The Board of Pure Food Inspection of Agriculture at Washington on July 31 extended a hearing to representatives of the Minnesota and Northwest barley growers, brewers and others interested in the Board's proposed standardization of "What is beer?" The information elicited does not seem to have been very convincing. The press reports of the inquiry, however, say: "Some idea of the attitude of the authorities toward the beers now sold may be derived from a letter written by Secretary Wilson of the Department of Agriculture, produced at the hearing of August 1, by John R. Mauff of Chicago, representative of the National Consumers' League, as well as of the barley growers of Wisconsin and Minnesota, who insist on the superiority of their product over corn and other grains used. The letter was written January 24, 1911, to S. D. Kump, of Indianapolis, Ind., a barley dealer. Secretary Wilson says:

"I have just been interviewing our chemists and pure-food experts along barley lines, and it is in

their minds and mine to reach something definite with regard to what beer is. We could require that beer made from anything else than barley should have a label showing its component parts. I think we can go that far. If we find that any beers injurious to the public health are being made, we could declare them adulterants and stop the interstate trade in them. It seems to be a subject concerning which our people know less than almost anything else; but I have been urging inquiry into it. I am in sympathy with you along this line. Investigation will bring the facts, and we will have investigation made."

### RESPIRATION OF STORED BARLEYS.

The respiration, *i. e.*, the generation of carbonic acid and water in grain, has been repeatedly observed, says J. F. Hoffman and S. Sokolowski in *Woch-Brauerer*, XXVII, 40, and it was found that temperature exercises a considerable influence in that regard. With rising temperature, respiration increases. But far greater is the influence of water content. It has been observed that grain with equal or approximately equal water content may behave very differently in the elevator, and one is naturally inclined to attribute these differences to the different composition of the grains. Among the substances here concerned the albumen content plays the greatest part.

The authors made the chief object of the somewhat extended work on this subject to ascertain the influence of albumen content on respiration, keeping in view the size of the berries, respiration being in the main a function of the surface, for the bigger the grain, the smaller in proportion is its surface and the less will it respire. Of small berried grain one kg. has more berries and a larger total surface than one kg. of larger berries of similar shape. The number of germs also exerts an influence, one kg. of small berries having more germs than one kg. of larger berries. The authors summarize their conclusions as follows:

1. The respiration of barley increases with the albumen content.

2. The size of berry has remained without noticeable influence upon the extent of respiration in the present experiments. But it should be remarked that according to a dissertation of B. Abrahamson, which will appear in the *Wochenschrift*, the size of berry is of plain influence in the sterile germination of barley, the supposition being that bigger berries actually respire less vigorously than little berries.

3. Respiration is quite materially affected by mold formation. Even barleys which possess less than the water content of 14 per cent, which has always been considered harmless, may give many times the normal respiration if they are kept for a prolonged period in closed vessels. The influence of mold formation may far exceed that of albumen and water content. Highly albuminous, musty barleys respire more strongly than low albumen, musty barleys, other things being equal.

4. The development of a musty odor and the growth of mold are not prevented if an amount of two liters per hour of air is forced continuously through one kg. of barley with a water content of 14 per cent and over.

5. With stronger aeration of the barley—about twenty liters per hour—for several days the musty odor is removed and respiration reduced to normal. The period of aeration, of course, depends upon the degree of mustiness.

6. The reliable estimation of the absolute extent of respiration with an air exchange about corresponding to actual conditions calls for greater uniformity of temperature and air current than could be attained in our experiments. Moreover, it is necessary to examine the barley in a sterile state. This must be made the subject of another work employing the experiences of the present one.

7. The figures found, especially when reduced to a drawing, afford a good insight into actual respiration and an explanation for the different behavior of grain in the elevators.

In reply to an inquiry concerning seed of the "white hull-less" barley in northern Missouri, the Nebraska Farmer reminds the inquirer that, "We have not had experience with white hull-less barley, but from yields secured at the experimental substation at North Platte, Neb., we fear our correspondent will be disappointed in the yielding power of this grain. The average yield at North Platte for common barley during the past four years has been 22.7 bushels per acre, while the hull-less type has yielded but 11.7 bushels per acre. Of course, the hull-less barley weighs sixty pounds to the bushel and the common type forty-eight pounds. This makes the case a little more favorable to the hull-less type; but when put on a pounds-per-acre basis the common type has averaged 1,082.6 pounds, while the hull-less type has averaged but 702 pounds. The results might be very different in a humid climate like Missouri, however."

The first sale of new wheat at Walla Walla was on July 17 at 75c.

## PERSONAL

George C. Babcock will go into the grain business with his father at Dundas, Minn.

W. F. Jordan, grain buyer at Taopi, Minn., has been compelled to give up his business on account of ill health.

W. T. Fraser, of the T. M. McCord Co., grain dealers of Minneapolis, was operated on July 29 for ulcer of the stomach.

Philip Monnier of Scales Mound, Ill., has been appointed by Governor Deneen as grain sampler in the grain inspection office in Chicago.

W. P. Lewis, of Georgetown, Ill., was recently operated on at St. Elizabeths Hospital, in Danville, Ill., for cancer of the face, and is doing nicely.

J. W. Bongardner, the oldest member of the Kansas City Board of Trade, being over 82 years old, has been ill since the hot weather of early July.

Garfield Beach, wheat buyer at the Farmers' Union Elevator Co.'s house at Langford, S. D., recently married Miss Tina M. Laing of San Francisco, Cal.

William Cryder, president of the Plainfield Grain Co., at Plainfield, Ill., recently fractured his right leg by falling from a scaffold at his home, south of that place.

D. M. White, warehouse foreman for the Smith Brothers Grain Co. at Fort Worth, Texas, was recently attacked and stabbed by three men while on his way to the warehouse one afternoon.

J. A. Heath of Richmond, has been elected president of the board of trustees of the Michigan State Sanitarium for Tuberculosis at Howell, Mich.

### NEW APPOINTMENTS.

J. E. Ruddy, manager Farmers' Elevator, White, S. D.; Calvin Barber, agent Farmers' Elevator, Agar, S. D.; Alva Craggs, grain dealer, Conover & Co., Philadelphia, Ill.; M. J. Cullen, grain buyer, Co-operative Elevator, Leeds, N. D.; Hans Fagerland grain buyer at Farmers' Elevator No. 6 and Martin Johnson at No. 8, Sisseton, S. D., succeeding Ben Sonstegaard; Louis Welner with Great Western Elevator Co., Boyd, Minn.; F. R. Lynch, agent Andrews & Gage Elevator Co., at Northwood, N. D.; C. J. Johnson, buyer at Farmers' Elevator, Walcott, N. D.; Andrew Walters, grain buyer at Minneapolis, Minn.; E. L. Reed, grain buyer at DeWitt, Ill., succeeding Andrew Walters; A. A. Rexstad, succeeds F. A. Halberg as manager of Boyd Farmers' Elevator of Mercantile Co., Boyd, Minn.; C. G. Johnson, manager of elevator and lumber yard, Shelly, N. D.; Simon Lichelt, manager Farmers' Elevator, Bombay, Minn.; F. H. Shepard, manager Farmers' Elevator Co., Northfield, Minn.; George Lilly, manager Farmers' Elevator, Rolette, N. D.; John Wagner, resigned as manager of Reliance Elevator, Milbank, S. D., becomes manager of elevator at Berseker, Canada; J. F. Galagan succeeds W. J. Murtaugh, as manager of elevator at Madison Lake, Minn.; Herman Holz becomes grain buyer for St. A. & D. Elevator Co., at Penn, N. D.; Frank Albin becomes manager of Farmers' Elevator Co. at Bloomington, Ill.; Mr. Cody is employed at Farmers' Elevator, Osman, Ill.; Charles E. Dittes, resigned as manager of Farmers' Elevator at Northfield, Minn., becomes traveling agent for the J. K. Elliott Grain Commission Co., of Minneapolis; Charles G. Tomm, manager of Farmers' Elevator at Delavan, Ill., succeeds M. F. Quigley of the Wayne Brothers Grain Co.; John Puetz resigned as grain buyer at Pratt Elevator, becomes manager of elevator at Madison Lake, Minn.; J. W. Rusch resigned as manager Farmers' Elevator Co., Buffalo Lake, Minn.; Boyd Freeborn, employed at McLaughlin Elevator, Starkweather, N. D.; Henry Finnegan becomes manager for McLaughlin & O'Halloran at elevator at Pratt, Minn.; P. H. Morrow, manager of elevator of Palermo Grain Co., Palermo, N. D.; W. A. Riddell becomes assistant at J. A. Aird Elevator at Lawton, N. D.; J. Fridlund succeeds Mr. Antonsen as manager of Farmers' Elevator, Fargo, N. D.; Guy Eddy becomes manager of Farmers' Elevator Co., of Odessa, Minn.; Will Stewart takes charge of Farmers' Elevator, Arthur, N. D.; C. E. Price, manager of Farmers' Elevator at Sherburne, Minn.; O. A. Rhoda succeeds O. E. Kreuger at Monarch Elevator, Swansville, Minn.; O. E. Kreuger is in charge of Monarch Elevator at Westport, Minn.; A. L. Mitton has charge of elevator at Brown Valley, Minn.; Knute Westerheim succeeds Arthur Tower, with Thorpe Elevator Co., Sentinel Butte, N. D.; J. J. McLean takes charge Farmers' Elevator at Minot, N. D.; Thomas Berryman, manager Farmers' Elevator Co., Toledo, Iowa; Fred Richard, formerly of Red Lake Falls Milling Co., Dorothy, Minn., now manager Wylie Farmers' Elevator & Mercantile Co., Wylie; George Edmunds, buyer for Equity Elevator & Trading Co., Hillsboro, N. D.; Trimble W. Whetstone is manager Kansas Grain Co., at Abbyville, Kan.; H. Holz is buyer at St. A. & D. Elevator at Penn, N. D.; Otto Kruger, former manager of elevator at Swanville, Minn., transferred to Westport; A. J. Fazendin succeeds D. J. O'Connell as manager and grain buyer with Romona Farmers' Warehouse Co., Ramona, S. D.; J. J. Miller succeeds D. Ellsworth as manager Farm-



ers' Elevator Co., Flasher, N. D.; Frank Rossau, formerly agent Winter & Ames Elevator Co., is with National Elevator Co., Crocus, N. D.; Guy Eddy becomes manager and buyer for Farmers Elevator at Odessa, Minn.; A. M. Blackburn, manager Grain Growers Grain Co. of Winnipeg, Man., has resigned; I. G. Willey has charge of Gruver Farmers' Elevator Co., Gruver, Iowa; P. E. Overland is manager of Equity Elevator & Trading Co., Lisbon, N. D.; W. W. Thom is agent for elevator of Willmar Milling Co., Willmar, Minn.; C. H. Scantlebury succeeds E. A. Mallory as manager Farmers' Elevator Co. of Hampton, Iowa; Leo Sattler is grain buyer for Atlantic Elevator Co., Eden Valley, Minn.; Fred Bremer is manager of Farmers' Cooperative Elevator at Ochevedan, Iowa; C. A. Morey of Colman, S. D., is grain buyer at National Elevator at Clinton, Minn.; Joseph Heille will run Farmers' Elevator at Wales, N. D.; J. J. McCartan succeeds W. A. Galbraith as manager of Farmers' Elevator Co., Fonda, Iowa; Hubert Nichols is grain buyer for Monarch Elevator Co., Alexandria, Minn.; Calmer Thorstenson becomes grain buyer for an elevator at Ashby, Minn.; Willard Spearin, formerly with the Farmers' Cooperative Elevator at Valley City, N. D., becomes manager of Occident Elevator at Melville; Charles Mack is agent for the Marshall-McCartney Elevator Co. at Forbes, N. D.; Ed Elde has taken charge of the Cargill Elevator at Kindred, N. D.; J. A. Frank of Warren, Minn., succeeds A. E. Kelsey as agent for Montana & Dakota Grain Co. at Poplar, Mont.; Jas. Ellis is with Hellickson Bros., Canton, Minn.; H. S. Hanson has charge of Farmers' Elevator at Hudson, Wis.; W. E. Connolly has charge at Dresden, N. D.; Jos. O'Shea is buyer at Farmers' Elevator in Sanborn, N. D.; Leo Rieland has taken charge of St. Anthony & Dakota Elevator at Kent, Minn.; J. W. Nielson is manager of Farmers' Elevator at Buffalo Lake, Minn.; John H. Potter is grain buyer for Great Western Elevator at Litchville, N. D.; N. G. Johnson is wheat buyer for Farmers' Co-operative Elevator Co., at Foreman, N. D.; M. M. Domek, resigned as buyer for Farmers' Elevator Co., at Ivanhoe, Minn., opens Sleepy Eye Elevator; Frank Moore is manager of Imperial Elevator at Granville, N. D.; Lars Snortland has charge of Cargill Elevator at Sharon, N. D.

## OBITUARY

F. A. Smith, a prominent grain dealer of Traer, Iowa, died recently.

N. L. Kalbach, who has operated the elevator at Richland, Pa., for many years, died recently at the age of 76.

James P. Jansen of the Saskatchewan Elevator Co. of Winnipeg, Man., died recently after a serious operation.

Harden W. Nelson, formerly in the grain trade at Louisville, Ky., died recently at Grayson Springs, Ky., at the age of 74.

Michael Moriarity, president and local manager of the Washington Grain & Milling Co. of Reardan, Wash., died June 27, at the age of 52, from rheumatism.

M. B. Wilson, a prominent resident of Grundy County and financially interested in the Morris Grain Co. of Morris, Ill., died recently at his home in that city, aged 50 years.

R. K. Lewis, a former prominent business man of Lexington, Ky., and a member of the seed and grain firm of Byrnes & Lewis, died recently at his home in Lexington, after several years' illness.

Henry Roberts Leach, a former member of the firm of George G. Russell & Co., grain dealers of Salem, Mass., died at his home in that place recently after a long illness. Mr. Leach was born in Salem, September 8, 1871.

Robert L. Stevenson, a cousin of the famous author of the same name, died recently in a hospital at St. Louis, Mo., at the age of 45. Mr. Stevenson was found unconscious in a bath tub at St. James hotel, having suffered a paralytic stroke. Deceased was a bachelor and is survived by his father and a brother.

John G. Geraghty, former collector of customs and a well-known grain man, died recently at his home in St. Paul, Minn., aged 62 years. Mr. Geraghty was born in Pittsburgh, Pa., but when a child removed to Ireland. In 1869 he returned and settled in Rosemount, Minn. Deceased is survived by his wife and five children.

Lyman F. Hodges, a charter member of the Milwaukee Chamber of Commerce, died July 29 at his home in Milwaukee, aged 82 years, after being in poor health for a year. In 1857 Mr. Hodges settled in Milwaukee and a year later joined the Chamber of Commerce. He was a member of the commission firm of D. C. Freeman & Co., which eventually changed its name to L. F. Hodges & Co. The company controlled a string of elevators in Wisconsin, Minnesota and the Dakotas. Deceased is survived by five nieces.

[For the Ohio Grain Dealers' Ass'n.]

### TREATMENT OF SCALES BY COUNTRY SHIPPERS.

By J. A. SCHMITZ.\*

In addition to the grain scales at Chicago, the inspectors with the Board of Trade weighing department are frequently called upon to test scales at country shipping points and at different lake ports. This experience has given us a comprehensive knowledge of the scale conditions existing throughout the grain handling territory, both east and west of Chicago. In this connection, it may interest you to know that out of 108 scales located at various country stations, which we tested in 1910, 64, or 59.3%, were weighing incorrectly to a greater or less extent. I am not prepared to say that this represents a fair average of the number of country scales out of order; for perhaps in many cases we were not called upon to make tests until some trouble had developed, which, of course, would make our percentage of incorrect scales indicate a much more unsatisfactory condition than really exists. However, our experience, we believe, justifies the conclusion that the average weighing machine is sadly neglected.

Such neglect is but a sign of the fact that men who clean their guns and grease their wagons expect scales to take care of themselves. Not only are scales frequently neglected, but they are positively abused by the operators. To illustrate, let me say that in one case where I was called upon to test a scale at a country shipping point, I found the scale pit was being used as a catch basin, or sewer. A wash-stand had been installed in an adjacent woodshed, and all the dirty water was drained into the scale pit. In consequence, the pit was a nasty, filthy muck hole, and the moisture had caused the bearings of the scale to rust out.

I could cite many instances of abuse which have come to my attention during the past few years, but I will not take up your time with that kind of matter. Suffice it to say that scales will not continue to weigh right if they are not treated right. In this connection, the weighing department of the Chicago Board of Trade has compiled and published some suggestions on the care of scales for the guidance of weighers and shippers at initial loading points which I shall send to those desiring them.

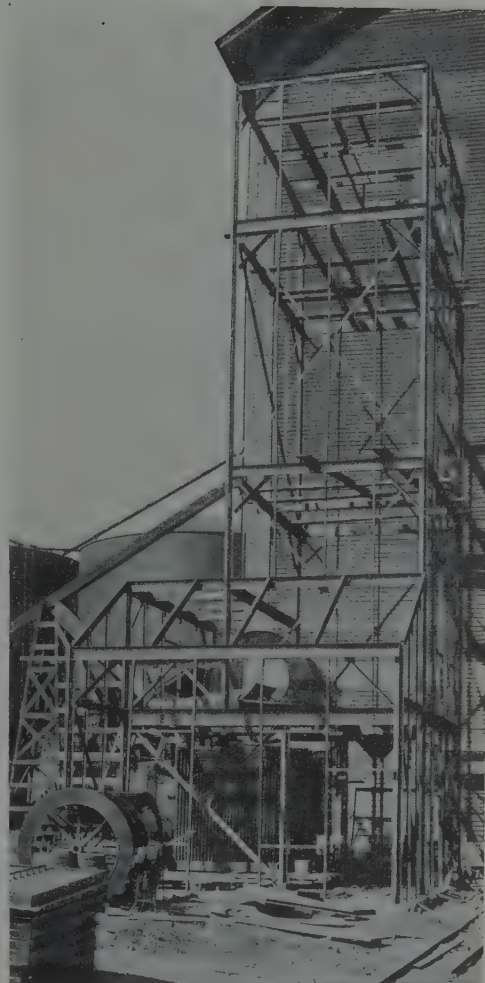
Shippers are negligent, too, in not having their scales tested from time to time. All scales should be tested as often as possible, and at least once during the busy season, by a proficient scale man with sufficient weights. We have frequently asked shippers if their scales have been recently tested, and in many cases have received the reply that they tested their scales every morning by balancing them and that they knew they were correct for that reason. This is like blowing through a gun barrel to see if it is clean; for it is impossible to tell from the action of a scale, even if it does balance, that it is weighing correctly, as there are very few conditions that will prevent a scale from balancing, although the weights arrived at may be anything but correct.

Other shippers have told us that they knew their scales were right because they had tested them with a 50-pound test weight. For the benefit of shippers who are trying to determine the accuracy of their scales with a 50-pound test weight, or by weighing a man first on a small scale and then on their wagon scale, I want to say that while the use of multiplying levers has made it possible to increase the size and capacity of scales to such an extent that it is not practical to test them to their full capacity with test weights, yet enough weights must be used to show any variation; for if a scale is out of adjustment, the variation might not be perceptible with a small amount of weights. The larger the scale, the more it takes to turn the beam and the more difficult it is to see the variation on any given weight. For instance, suppose we start with a scale empty and balanced and put on 1,000 pounds of test weights. Now suppose it is necessary, in order to balance the scale thus loaded, to slide the beam weight to the 1,005-pound mark instead of the 1,000-pound mark, at which point the beam would rest if the scale were working properly. Here we would have an error of five pounds to the 1,000 pounds, and yet if we had used a 50-pound test weight instead of 1,000 pounds, the variation would have been only one-quarter of a pound and would not have been detected. For this reason, it is necessary to test large scales with a large amount of weights in order to obtain accuracy. Four-ton scales should be tested with not less than 1,000 pounds of weights, while on track and large hopper scales at least 4,000 pounds should be used.

\*From an address read by the author, chief scale inspector with H. A. Foss, weighmaster of the Chicago Board of Trade, at the annual meeting of the Ohio Grain Dealers' Ass'n at Cedar Point on July 21, 1911.

Logan Brothers & Haggin of Lexington, Ky., have brought suit to recover \$13,800 from the Lexington & Eastern Railway Co. for the alleged burning of their grain elevator a year ago through the negligent handling of one of the defendant company's locomotives.

# The Ellis Drier Co.



STEEL FRAME BEFORE COVERING

Showing steel frame work of Indianapolis Elevator Co.'s new drying plant at Indianapolis, Ind. Capacity 850 to 1000 bushels per hour

It's Nature's Nearest Way

Postal Teleg. Bldg.

Chicago  
U. S. A.



## LATE PATENTS

Issued on July 18, 1911.

**Grain Car Door.**—Edgar J. Russell, St. Louis, Mo., and James W. Dye, East St. Louis, Ill., said Dye assignor of his right to Rose E. Dye, East St. Louis, Ill. Filed August 5, 1910. No. 998,041.

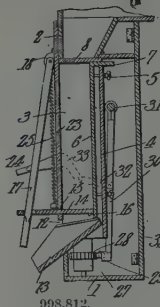
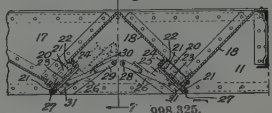
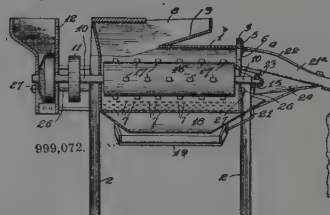
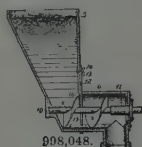
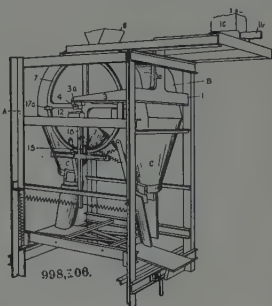
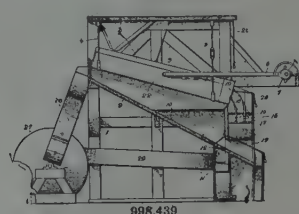
**Grain Car.**—James M. Coleman, Montreal, Que. Filed June 30, 1910. No. 998,325. See cut.

**Conveyor and Mixer.**—John A. Thomas, Zanesville, Ohio, assignor of one-half to Samuel A. Weller, Zanesville, Ohio. Original application filed July 13, 1910. Serial No. 571,812. Divided and this application filed January 4, 1911. No. 998,048. See cut.

**Corn Sheller.**—Plin C. Southwick, Sandwich, Ill. Filed September 16, 1910. No. 998,417.

**Grain Separator and Cleaner.**—Albert Wilford, Baltimore, Md. Filed April 23, 1910. No. 998,439. See cut.

**Grain Tempering and Polishing Device.**—Charles P. Fox, Daretown, N. J.—Filed January 31, 1911. No. 998,335. See cut.



**Automatic Weighing Machine.**—John Maher, Alpena, Mich. Filed October 1, 1910. No. 998,106. See cut.

**Weighing Scale.**—Charles P. Zimmerman, Dayton, Ohio, assignor to The Dayton Pitless Scale Company, Dayton, Ohio. Filed August 26, 1909. No. 998,066.

Issued on July 25, 1911.

**Dispensing Attachment for Bins.**—Luther B. Thomas, Shreveport, La. Filed April 18, 1910. No. 998,812. See cut.

**Grain Car Door.**—Andrew L. Alvey, Kansas City, Kan. Filed April 13, 1911. No. 998,941.

**Corn Sheller.**—William Watts, Jackson, Mich. Filed March 24, 1910. No. 999,072. See cut.

**Seed Grain Steeper.**—Frank Anton, Bender, Sask. Filed August 28, 1909. No. 998,942.

Issued on August 1, 1911.

**Grain Car Door.**—Samuel T. Wilson, Charleston, W. Va., assignor of one-half to C. K. McDermott, Charleston, W. Va. Filed June 6, 1910. No. 999,354.

**Grain Car Door.**—Rodney E. Null, Saybrook, Ill. Filed January 25, 1909. No. 999,583.

**Shaft Bearing for Grinding Mills.**—Charles Schock and Darwin Schock, Saylorsburg, Pa. Filed May 31, 1910. No. 999,600.

## COOPERING CARS, ETC.

Secretary Smiley of the Kansas Association in the July bulletin to members, among other things says:

"A number of our members have written us lately advising that receiving houses have written them advising that they can recover from the railroad companies 80 cents per car for re-coopering bad-order cars from August 1, 1908, to date. We can find no tariff issued granting this allowance, but do find there was a joint tariff issued October 8, 1908, effective November 17, 1908, reading as follows: 'When cars furnished by this company for grain loading require repairing in order to insure against leaks in transit and material necessary for repairing is furnished by the shipper, this company will pay the actual cost of same, but not to exceed 80 cents.' If you have furnished material necessary for re-coopering bad-order cars you can recover for the amount of the material used not to exceed 80 cents per car. We do not mean to say you cannot recover for time spent in fixing up old cars, but we know of no tariff issued granting this allowance.

"Effective July 1, 1911, the Rock Island Railway Company will inspect and cooper cars for bulk grain

loading with its own forces at specially selected points to be known as coopering stations. Three standard grain doors will be used at each side opening, covered with 7½-ounce burlap 8 ft. long and 40 in. wide and one strip 8 ft. long and 20 in. wide, allowing it to overlap ends of grain doors 6 inches and hang loose at the bottom, overlapping car floor 10 inches. At the ends of car a strip of burlap 12 ft. long and 40 in. wide, allowing it to hang loose at bottom, extending each corner of the car, securing same to end of car with a common lath applied at tops and end of burlap. A strip of burlap will be placed over the king bolts and defects in floor and lining of cars. All cars found unfit for grain loading, having broken posts, loose side sheathings, etc., will not be used in carrying bulk grain. Card Form 333 will be placed on the car, showing that it has been placed in condition for grain loading. Cars that have been inspected and coopered at a coopering station must be inspected by agents at point of loading and Card Form 333 placed on the cars. Shippers will remove inspection cards from cars and surrender same to agents with B/L's for grain and agents are instructed to refuse to sign such B/L's unless accompanied by inspection card. Stations designated as coopering stations in Kansas

and Nebraska are Horton, Topeka, McFarland, Herington, Wichita, Salina, Belleville, Hutchinson, Pratt, Liberal, Lincoln, Fairbury, Phillipsburg and Goodland."

## MANCHURIAN BEAN TRADE.

Some people interested in the bean export trade to Europe seem to be somewhat at sea as to what may be responsible for the abrupt decline of the trade so far experienced this season at the port of Darien, the total amount of exports being little over 20,000 tons. It is more unlikely than otherwise to see a revival of much consequence coming over the trade market. To the casual observer this depression is a setback to the abnormal inflation which puffed the market more artificially than otherwise in the three months ended last spring. The sober business sense has tested the real commercial value of Manchurian beans and it may be that results were not perhaps so flattering as represented by their sponsors.

Secondly, bean oil but not beans themselves being the substance in demand, the exporters have found it more profitable to ship bean oil, obtainable at a more negotiable price than beans, owing to the incomparable cheapness of labor wages in Manchuria.

Thirdly, the experimental cultivation of beans in various parts of the west has given such satisfactory results that these consumers will not have to pay stiff prices much longer for imports from Manchuria and may hope to fill their wants with home products.

During the five years from October, 1906, to March, 1911, the lowest quotation on beans was \$1.12 per picul (133 1-3 pounds), recorded in November, 1908, and the highest, \$2.17 per picul, attained in February, 1910, a difference of \$1.05. What was more remarkable is that in late October, 1909—that is, only four months before the highest record figures were reached—the export market began with \$1.40 and jumped to \$1.67 in the following November and higher to \$1.92 in early February, 1910, and at a bound to \$2.17 in the latter part of that month. The mean quotation of the five years was about \$1.65, but from the beginning of the bean season in November, 1908, which saw the introduction of the Manchurian beans to the west for the first time and marked a new epoch in the Manchurian bean market, the mean quotation of the three years, apart from the preceding two years, may be put in the neighborhood of \$1.75.—Manchuria Daily News, forwarded by Vice Consul A. A. Williamson, Yokohama.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### FOR SALE—IOWA ELEVATOR.

Iowa elevator for sale. For information write JAMES McDONNELL, Trustee, Adair, Iowa.

### ELEVATOR IN CORN BELT FOR SALE.

Elevator in corn belt for sale. Easy terms. Address

COON BROS., Rantoul, Ill.

### FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address, JAMES M. MAGUIRE, Campus, Ill.

### BOILER FOR SALE.

Second-hand 40-horsepower iron boiler, in first-class condition; 12 feet by 42 inches; 38 three-inch flues. Will sell reasonable. Address

METCALF & KINAHAN, Lanesville, Ill.

### OHIO PLANT FOR SALE.

Southeastern Ohio, 5,000-bushel elevator, flour and feed mill for sale. Has good business; located in one of the best wheat growing sections of the state. Illness the reason for selling. Address

E. P. TOTMAN, Sharpsburg, Ohio.

### ELEVATOR NEAR CANADIAN LINE FOR SALE.

Elevator in Bottineau County, N. D., near Canadian boundary, for sale. Reciprocity will make a splendid market. Two hundred and ten acres for sale with elevator; farm buildings are forty rods from the elevator. An ideal opportunity for an industrious investor. Address

NORTH DAKOTA, Box 4, Care American Elevator & Grain Trade, Chicago, Ill.

### WESTERN OHIO PLANT FOR SALE.

A 15,000 bushel elevator and 75-barrel flour mill, combined, with coal business, for sale. Well located in western Ohio, with no competition. Plant built six years ago, all new machinery, everything in first class shape and doing a good business. Reason for selling—too much other business. Price \$7,500. Inspection solicited. Address

E. C. BRUNGARD, Big Springs, Ohio.

### FOR SALE OR LEASE.

At Memphis, Tenn., 125,000-bushel capacity elevator for sale. Brick building, three stories, 70x300, with 33 bins through center of the warehouse; electric power, well located. Elevator property covers one-half space of building, balance warehouse. If interested write

WILLIAMS & FITZ-HUGH, 1015 Tennessee Trust Building, Memphis, Tenn.

### FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address

H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.



## ELEVATORS AND MILLS

## KANSAS ELEVATOR FOR SALE.

Only elevator in a good farming section. Price \$4,000. Cleared over 8 per cent in the first 15 days on the new crop. Address

J. JACOBSON, Formoso, Kans.

## FOR SALE OR EXCHANGE.

Modern and up-to-date milling plant, grain and coal business; 80 barrels capacity, brick building on R. R. siding. Plant is in first class condition and the equipment the best. Will sell for cash or time, or will exchange for small farm; must be well improved and near city. Ohio, Indiana, or Illinois preferred. Write if you have anything to offer. Address

OHIO, Box 7, care American Elevator & Grain Trade, Chicago, Ill.

## FINE KANSAS OPPORTUNITY.

Here is a splendid opportunity for some business man. On account of poor health, will sell my entire plant at Manchester, Kan., consisting of two elevators. One elevator is run by a 12-horsepower steam engine, and the other with a 6-horsepower gasoline engine. Two sets of scales; both elevators studded and shiplapped; one has a cement floor lined with steel, capacity 12,000 bushels. Good coal bins and corn crib. Will give a clear deed to the entire property, stock on hand included, for \$5,000. If interested, call or write

H. WEAVER, Manchester, Kans.

## MACHINERY

## ENGINES FOR SALE.

Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

## REBUILT MACHINERY FOR SALE.

List of rebuilt machinery standard makes, late designs, carefully overhauled, and shipped to responsible parties on open account.

## ATTRITION MILLS.

One 18-in. Engelberg; one 24-in. Foos; one 24-in. Cogswell.

## CYCLONE DUST COLLECTORS.

Three No. 5, 6 No. 6, 4 No. 7.

## GRINDING MILLS.

One No. 10 Bowser grinder; one 9x18 three pair high Noye; one 9x14 three pair high Wolf; one 7x18 three pair high Bradford.

## CORN SHELLERS.

One No. 1 and one No. 2½ Western.

## SCALES.

One Howe Wagon Scale; Dormant scales, 100 to 1,000 pounds capacity.

## SEPARATORS.

One No. 2½ B. & L. Warehouse; one No. 4 Monitor receiving separator; one No. 0 Richmond receiving separator.

## SCOURERS.

Two No. 7 Eureka for elevator work, capacity 4 to 5 hundred bus. per hour.

## GASOLINE ENGINE.

One 34 H. P. Miami, Gas or Gasoline Engine.

ORVILLE SIMPSON CO., Successors to The Straub Machinery Co., Station A., Cincinnati, Ohio.

## REBUILT MACHINERY FOR SALE.

FEED MILLS—6x15 Barnard and Leas, 6x18 Rickerson, 7x14 Great Western, 7x14 Odell, 7x14 Nordyke & Marmon, 9x24 Barnard and Leas, all two pair high. 6x20 Challenge, 7x14 Richmond, 9x18 Noye, 9x18 Smith, 9x24 Alfsee, 9x30 Wolf, all three pair high.

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Write for "Gump Bargains" No. 2A, giving complete list of all machinery in stock.

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[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

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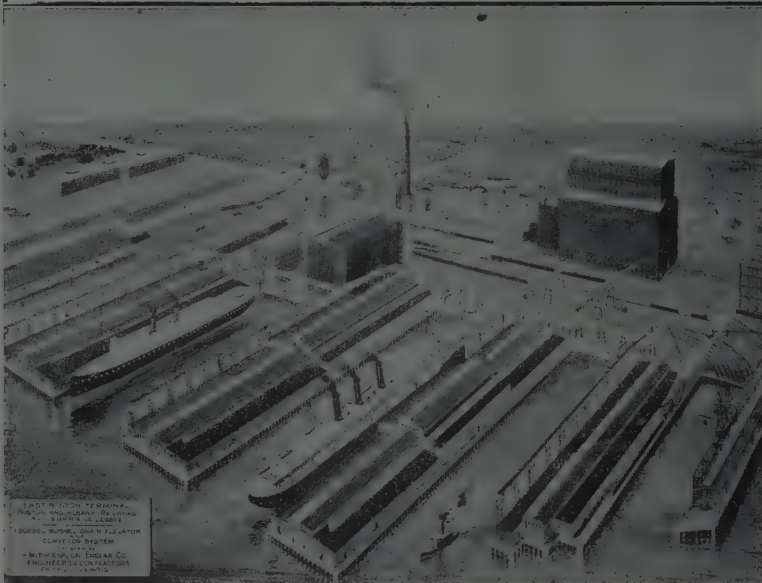


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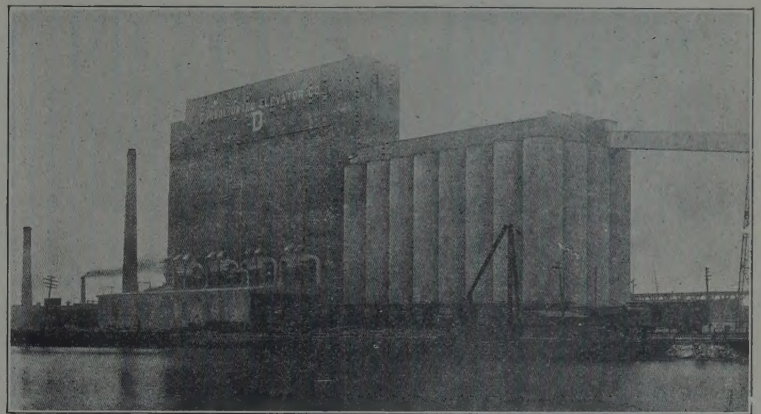


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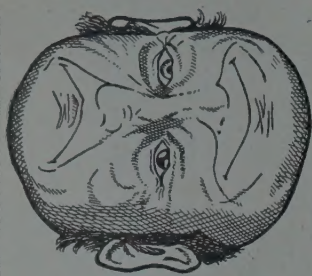
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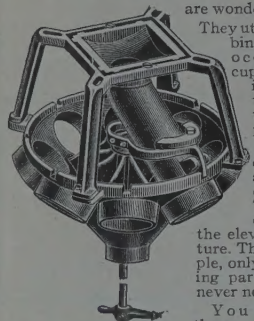
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In efficiency they are unequalled. They are as durable as the elevator structure. They are simple, only two moving parts. They never need repairs.

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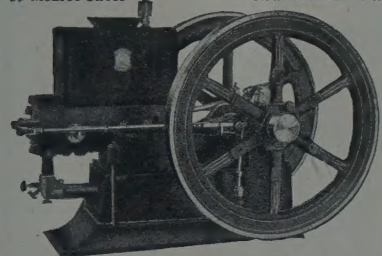


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Five-Year Policies or short term policies on grain, if required.

Semi-Annual Assessments costing about one-half Stock Company Rates.

Gross Cash Assets..... \$1,645,117.65  
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Elevator Buckets Shafting  
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TOLEDO, O April 22, 1911.

The American Elevator & Grain Trade,  
Chicago, Ill.

Gentlemen:

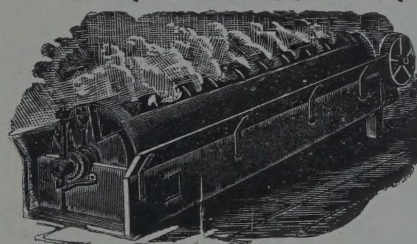
Please discontinue our elevator advertisement, as it is sold. Your paper did the work.

Yours truly,

THE RAYMOND P. LIFE CO.

WE CAN DO THE SAME FOR YOU.

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## THE CUTLER STEAM DRYER

SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying

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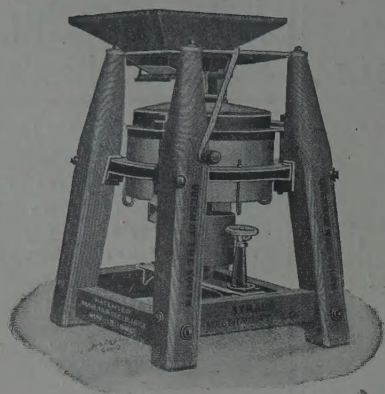
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until you investigate "The Master Workman," a two-cylinder gasoline, kerosene or alcohol engine, superior to any one-cylinder engine: revolutionising power. Its weight and bulk are half that of single-cylinder engines, with greater durability. Endorsed by the Board of Underwriters. Especially adapted for grain elevator work, owing to steady pull, quick and easy starting, small

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# MACHINERY FOR ELEVATORS



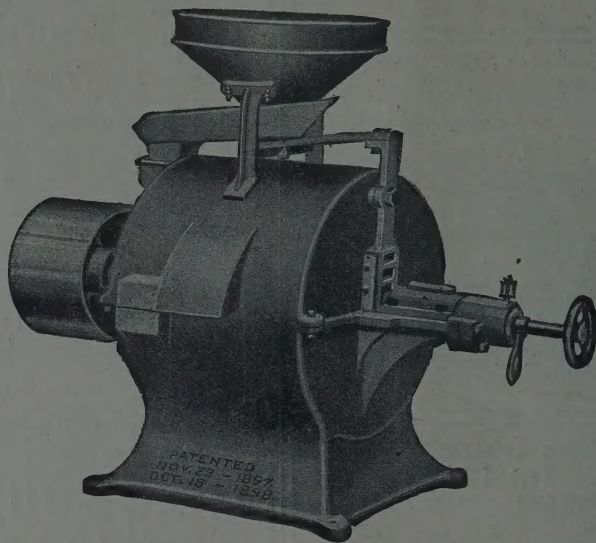
## Our World-Famed "Queen of the South"

is a Mill used extensively wherever grain is raised. Our sales are world wide and the continuous stream of orders for "Queen" Mills testify to its excellent qualities and popularity. Simple in Construction, Strong, Compact, Light Running; Grinds Cool, Rapid and Uniformly. All that could be asked by the most exacting. Made in both Pulley and geared styles. Sizes from 15" to 36" inclusive.

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This mill was designed primarily for our export trade, and while our Foreign business has grown amazingly since its introduction, our home trade has seen the advantages in its strength and simplicity of construction and has been placing order after order for this Mill. Made in three sizes, 15", 18" and 24".

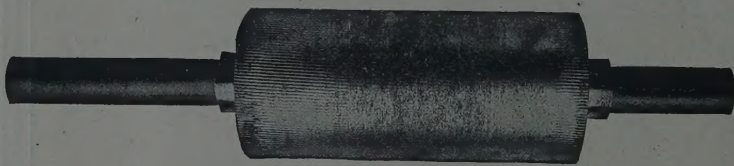
*Stongly recommended for feed grinding and elevator work.*



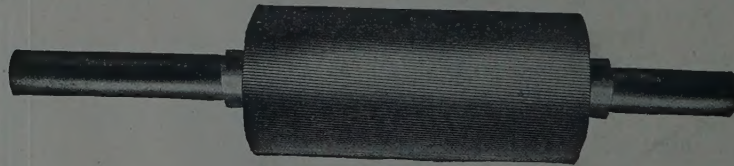
Mr. Miller:—

## How Are Your Wheat Rolls?

Are they in good shape? Or do they look like this:

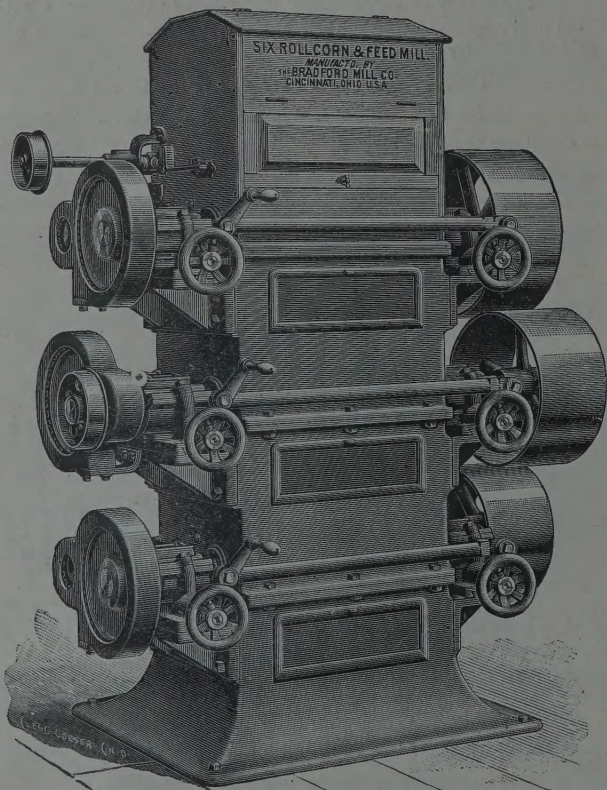


Rolls in the above condition mean a heavy loss in high-grade middlings every day they run. Your rolls should look like this:



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This three high Mill has been such an unqualified success that changes from time to time have of necessity been of a minor nature. No better mill made. Made in four sizes.

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